

# MICRO MARKET REPORT

## LUXURY REAL ESTATE MARKET RESEARCH

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December 2017 / Los Angeles, Orange, Santa Barbara, Monterey, Riverside, San Diego





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# READING THE REPORT

“Each Micro Market area contains an analysis of current conditions and past trends. In order to take the most away from this report, it is important to understand how to read each micro market.

The Data presents statistical information about past and current conditions, comparing the previous year’s month to the current month. Each statistic is compiled from sales data during the month of the respective year. It is then analyzed by Percent Change, which is calculated by taking Current Value minus Past Value and then divided by Past Value.

The Numbers is a compilation of important take-away statistics for each area to gain a quick understanding of market conditions. Median Sales Price and Days on market are 12 month averages for the period ending in the current month. The values for Properties for Sale and Shadow Inventory are presented in both text and graphical form to show the relationship of Shadow to Active Inventory.

The Yearly Trend presents the Median Sales Prices for each month during the past year in graphical format to easily visualize the changes and help identify any trends in sales for that micro market.

**MEDIAN PRICE:**

A value that separates the upper half of prices from the lower half of prices. It can be interpreted like an average, however the extreme prices (high and low) don't hold undue influence.

**AVERAGE PRICE PER SQUARE FOOT:**

The price of each property divided by their respective square footage then averaged across all properties sold in the area for a given time period.

**PROPERTIES SOLD:**

The number of property transactions that closed and transferred ownership.

**PROPERTIES PENDING SALE:**

The number of properties that entered escrow in preparation for sale.

**PROPERTIES FOR SALE:**

The number of properties on the market and seeking buyers.

**DAYS OF MARKET (PENDING SALE):**

The number of days that properties currently in escrow were on the market.

**MONTH'S SUPPLY OF INVENTORY:**

The number of months it would take to sell all the properties listed for sale at the current pace of sales and if no new listings entered the market.

**PERCENT UNDER CONTRACT:**

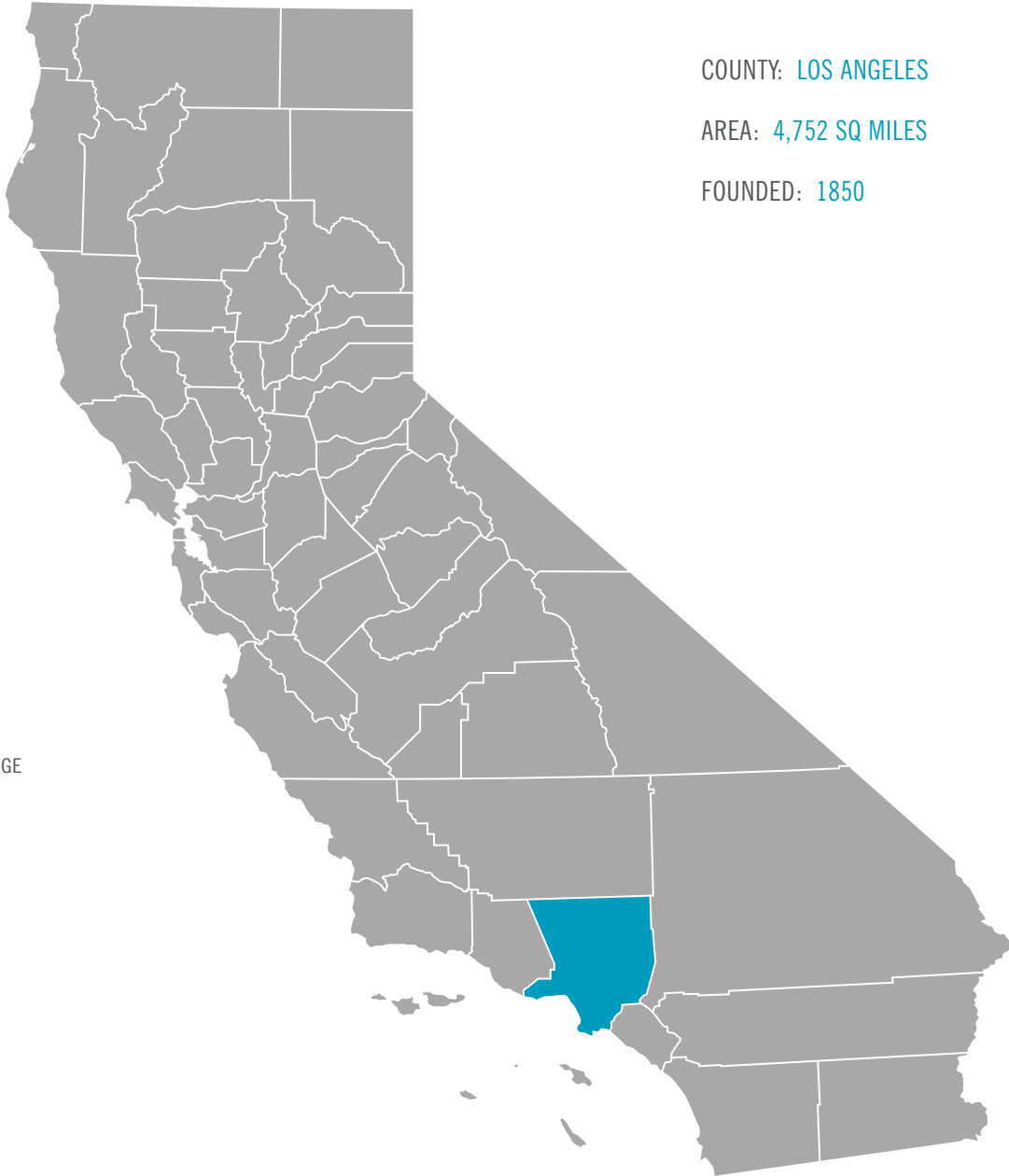
The ratio of properties for sale to properties pending sale.

**AVERAGE MEDIAN PRICE FOR LAST 12:**

The Average Median Price for the Last 12 Months is sales data from 12 months ending in the identified month.

# LOS ANGELES COUNTY

LOS ANGELES COUNTY MACRO	MALIBU BEACH	HERMOSA BEACH	CALABASAS
BEL AIR - HOLMBY HILLS	MARINA DEL REY	MANHATTAN BEACH PALOS	ENCINO
BEVERLY CENTER - MIRACLE MILE	MID LOS ANGELES	VERDES ESTATES RANCHO	GLENDALE
BEVERLY HILLS	MID WILSHIRE	PALOS VERDES REDONDO	LA CRESCENTA NORTH
BEVERLY HILLS P.O.	PACIFIC PALISADES	BEACH - NORTH	HOLLYWOOD
BEVERLYWOOD	PALMS - MAR VISTA	REDONDO BEACH - SOUTH	SHADOW HILLS
BRENTWOOD	PLAYA DEL REY	ROLLING HILLS	SHERMAN OAKS
CHEVIOT HILLS - RANCHO PARK	PLAYA VISTA	ROLLING HILLS ESTATES	STUDIO CITY
CULVER CITY	SANTA MONICA	SAN PEDRO	SUN VALLEY
HANCOCK PARK - WILSHIRE	SUNSET STRIP - HOLLYWOOD HILLS WEST	TORRANCE - COUNTY STRIP	SUNLAND - TUJUNGA TARZANA
HOLLYWOOD	VENICE	TORRANCE - NORTH	TOLUCA LAKE
HOLLYWOOD HILLS EAST	WEST HOLLYWOOD	TORRANCE - SOUTHEAST	VALLEY VILLAGE
INGLEWOOD	WEST LOS ANGELES	TORRANCE - SOUTH	WESTLAKE VILLAGE
LADERA HEIGHTS	WESTCHESTER	TORRANCE - WEST	WOODLAND HILLS
LAUREL CANYON	WESTWOOD - CENTURY CITY	SAN FERNANDO MACRO	SAN GABRIEL VALLEY MACRO
LOS FELIZ	SOUTH BAY MACRO	AGOURA HILLS	ALTADENA
MALIBU	EL SEGUNDO	BURBANK	ARCADIA



COUNTY: LOS ANGELES

AREA: 4,752 SQ MILES

FOUNDED: 1850

DUARTE

LA CANADA FLINTRIDGE

MONROVIA

PASADENA

SAN GABRIEL

SAN MARINO

SIERRA MADRE

SOUTH PASADENA

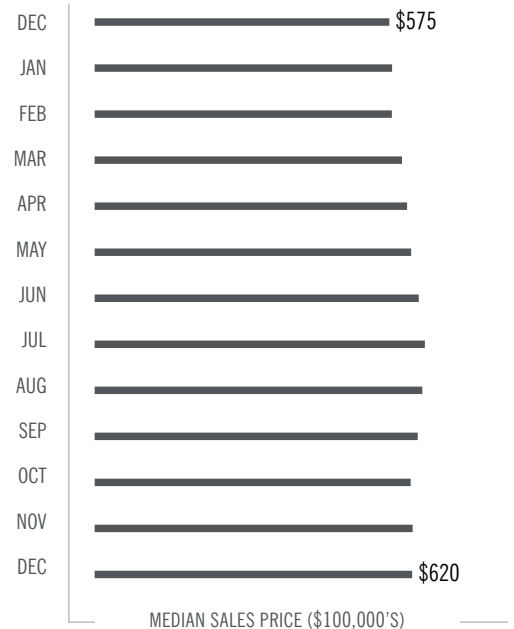
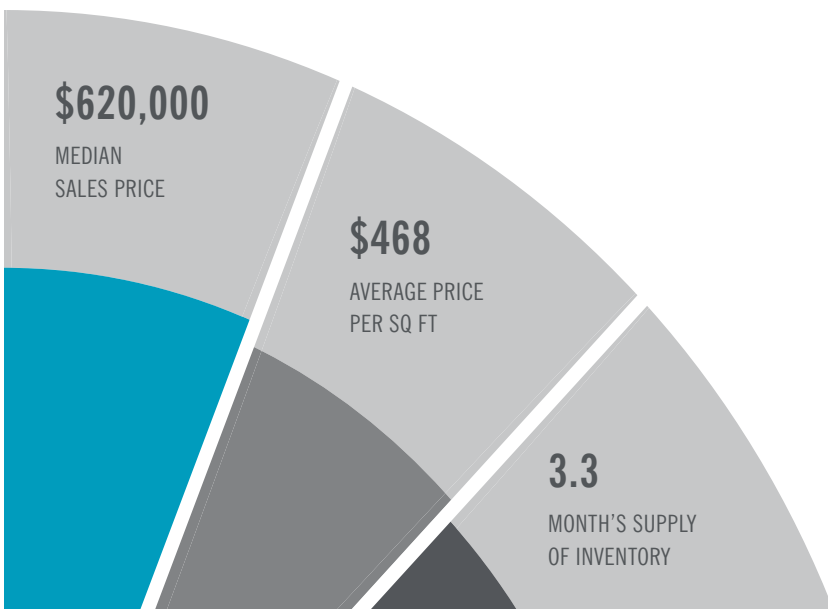
# LOS ANGELES COUNTY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$575,000	\$633,000	\$631,000	\$620,000	7.8%
Average Price per Square Foot .....	\$442	\$483	\$470	\$468	5.9%
Properties Sold .....	4217	5323	4377	3907	-7.4%
Properties Pending Sale .....	3281	5202	4505	3025	-7.8%
Properties For Sale .....	14,554	17,731	17,160	12,963	-10.9%
Days on Market (Pending Sale) .....	50	33	39	44	-12.0%
Month's Supply of Inventory .....	3.5	3.3	3.9	3.3	-3.9%
Percent Under Contract .....	22.5%	29.3%	26.3%	23.3%	3.5%
Average Median Price for Last 12 Months	\$576,313	\$629,017	\$619,367	\$613,123	6.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



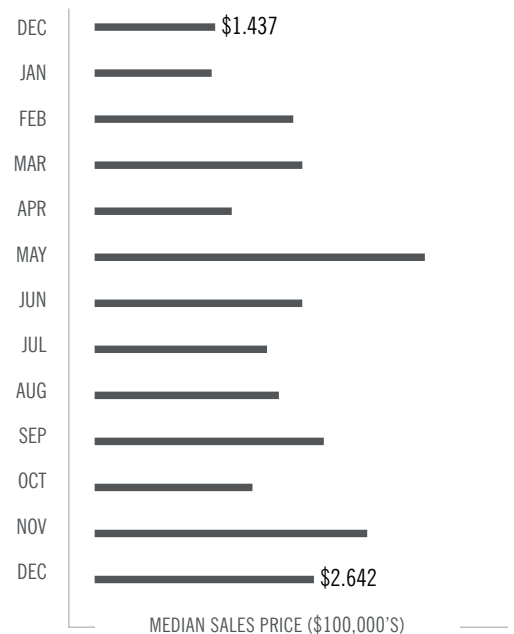
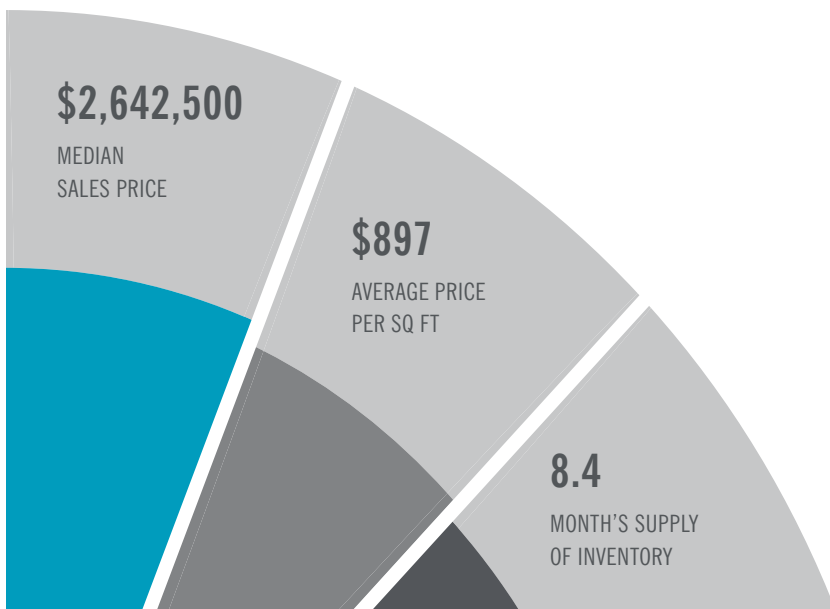


# BEL-AIR HOLMBY HILLS

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,437,500	\$2,499,800	\$2,762,500	\$2,642,500	83.8%
Average Price per Square Foot .....	\$2,057	\$901	\$995	\$897	-56.4%
Properties Sold .....	10	23	20	16	60.0%
Properties Pending Sale .....	11	18	18	8	-27.3%
Properties For Sale .....	151	171	173	135	-10.6%
Days on Market (Pending Sale) .....	60	52	72	72	20.0%
Month's Supply of Inventory .....	15.1	7.4	8.6	8.4	-44.1%
Percent Under Contract .....	7.3%	10.5%	10.4%	5.9%	-18.7%
Average Median Price for Last 12 Months	\$2,085,583	\$2,479,128	\$2,609,089	\$2,364,084	11.8%

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## CURRENT MARKET SNAPSHOT

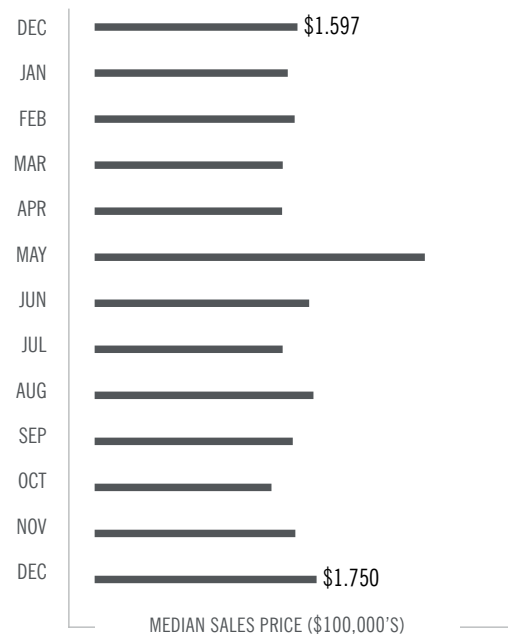
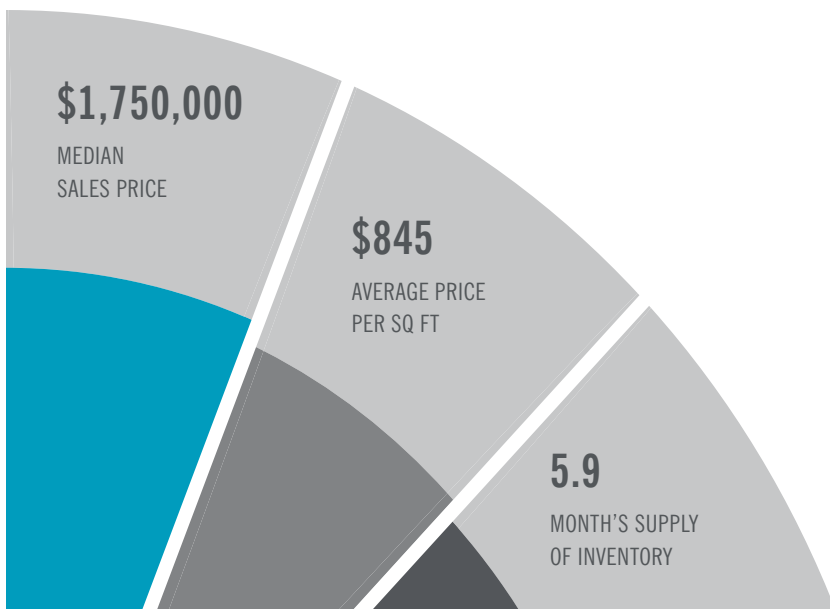


# BEVERLY CENTER - MIRACLE MILE

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,597,500	\$1,690,850	\$1,560,000	\$1,750,000	9.5%
Average Price per Square Foot .....	\$820	\$759	\$751	\$845	3.0%
Properties Sold .....	16	22	19	11	-31.2%
Properties Pending Sale .....	15	19	15	13	-13.3%
Properties For Sale .....	91	88	88	65	-28.6%
Days on Market (Pending Sale) .....	35	50	27	51	45.7%
Month's Supply of Inventory .....	5.7	4	4.6	5.9	3.9%
Percent Under Contract .....	16.5%	21.6%	17.0%	20.0%	21.3%
Average Median Price for Last 12 Months	\$1,533,229	\$1,580,783	\$1,573,500	\$1,648,989	7.0%

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## CURRENT MARKET SNAPSHOT



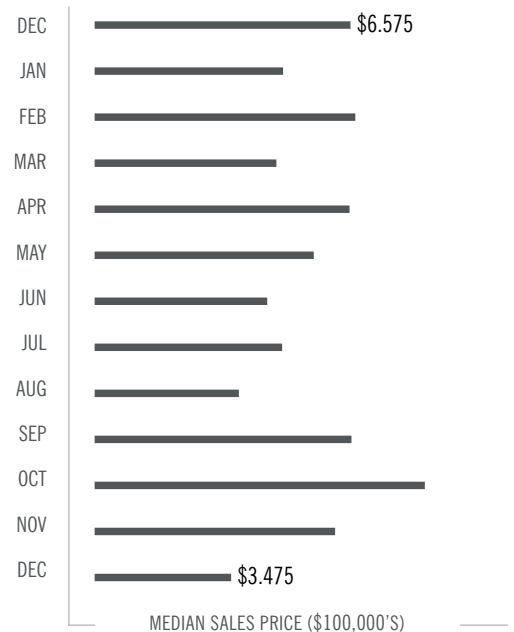
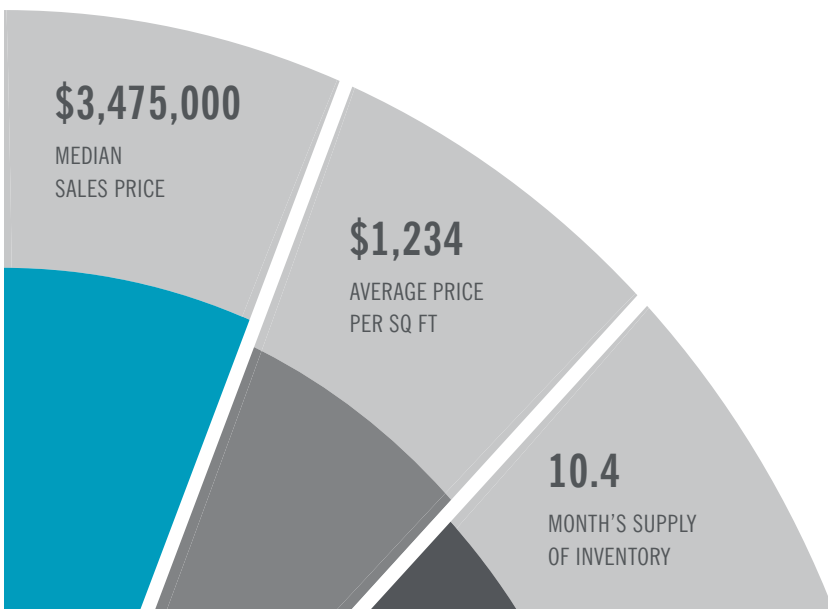
# BEVERLY HILLS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$6,575,000	\$4,412,500	\$6,600,000	\$3,475,000	-47.1%
Average Price per Square Foot .....	\$1,728	\$1,418	\$1,608	\$1,234	-28.6%
Properties Sold .....	15	9	11	9	-40.0%
Properties Pending Sale .....	12	8	11	7	-41.7%
Properties For Sale .....	114	113	117	94	-17.5%
Days on Market (Pending Sale) .....	125	30	75	115	-8.0%
Month's Supply of Inventory .....	7.6	12.6	10.6	10.4	37.4%
Percent Under Contract .....	10.5%	7.1%	9.4%	7.4%	-29.3%
Average Median Price for Last 12 Months	\$4,800,055	\$5,538,458	\$6,051,750	\$5,581,788	14.0%

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## CURRENT MARKET SNAPSHOT

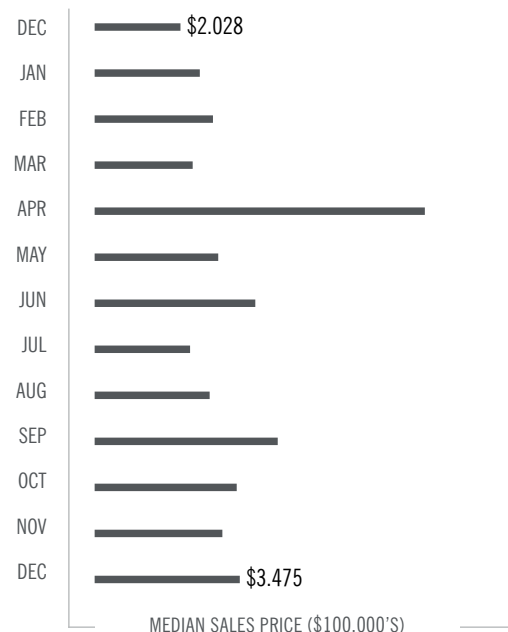
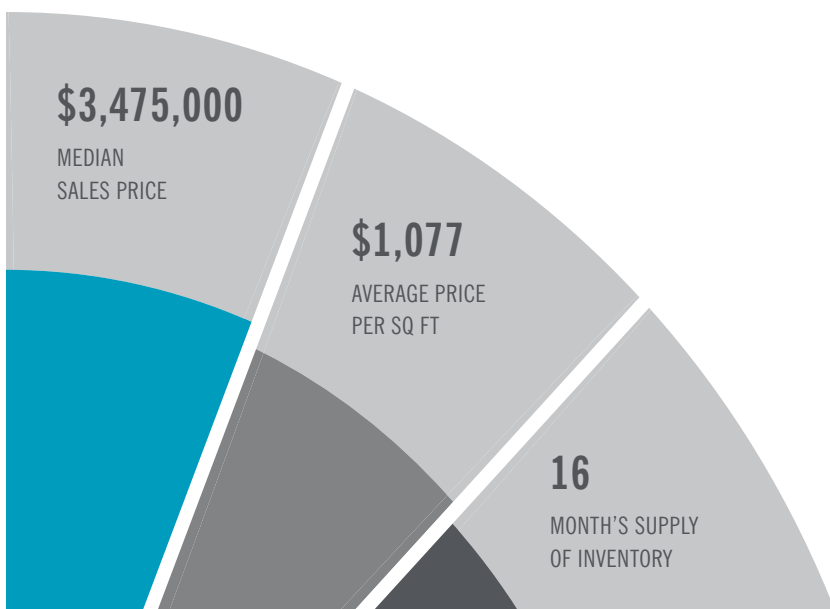


# BEVERLY HILLS- POST OFFICE

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,028,000	\$3,853,250	\$4,400,000	\$3,475,000	71.4%
Average Price per Square Foot .....	\$1,227	\$1,166	\$921	\$1,077	-12.2%
Properties Sold .....	5	18	11	9	80.0%
Properties Pending Sale .....	8	17	15	9	12.5%
Properties For Sale .....	160	177	156	144	-10.0%
Days on Market (Pending Sale) .....	105	47	62	69	-34.3%
Month's Supply of Inventory .....	32	9.8	14.2	16	-50.0%
Percent Under Contract .....	5.0%	9.6%	9.6%	6.2%	25.0%
Average Median Price for Last 12 Months	\$2,795,525	\$3,221,250	\$3,308,333	\$3,368,642	17.0%

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## CURRENT MARKET SNAPSHOT



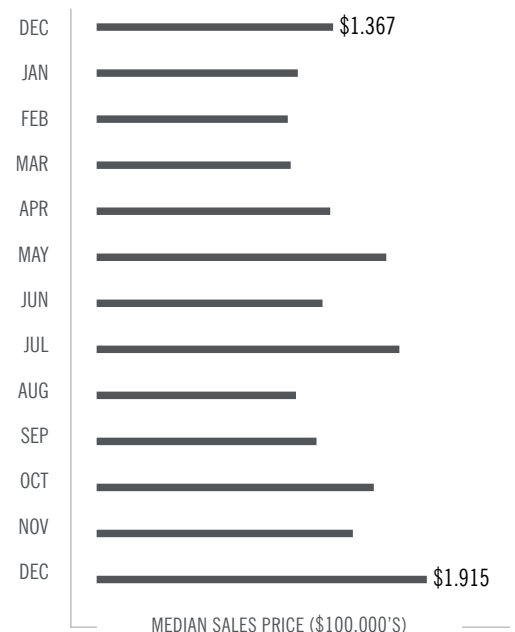
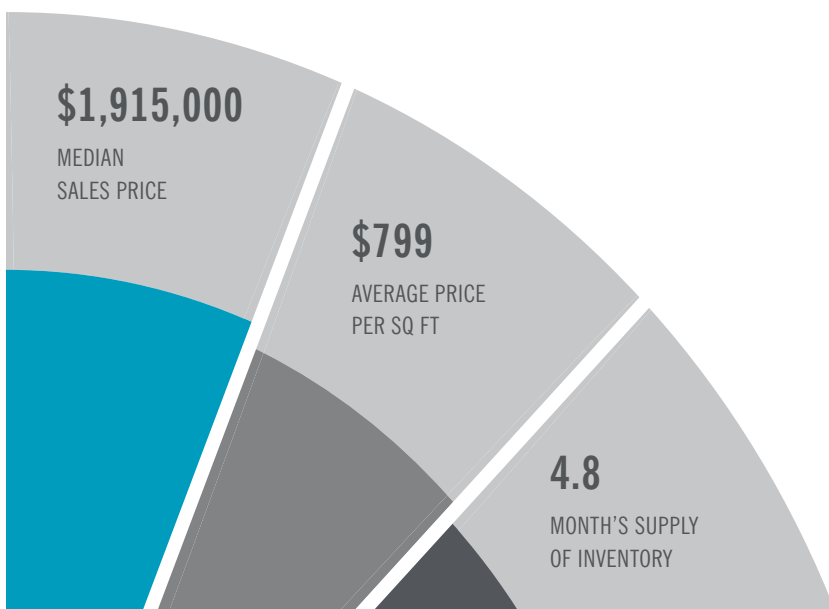
# BEVERLYWOOD

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,367,000	\$1,305,000	\$1,270,000	\$1,915,000	40.1%
Average Price per Square Foot .....	\$656	\$732	\$731	\$799	21.8%
Properties Sold .....	16	23	13	8	-50.0%
Properties Pending Sale .....	7	9	15	10	42.9%
Properties For Sale .....	43	39	52	38	-11.6%
Days on Market (Pending Sale) .....	37	37	26	30	-18.9%
Month's Supply of Inventory .....	2.7	1.7	4	4.8	76.7%
Percent Under Contract .....	16.3%	23.1%	28.8%	26.3%	61.7%
Average Median Price for Last 12 Months	\$1,253,405	\$1,529,500	\$1,667,500	\$1,404,487	10.8%

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## CURRENT MARKET SNAPSHOT



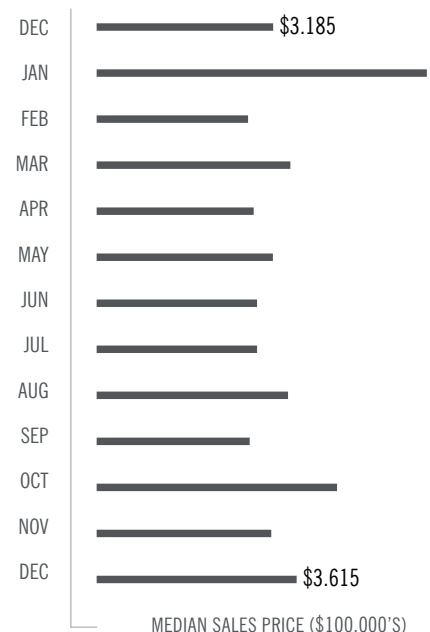
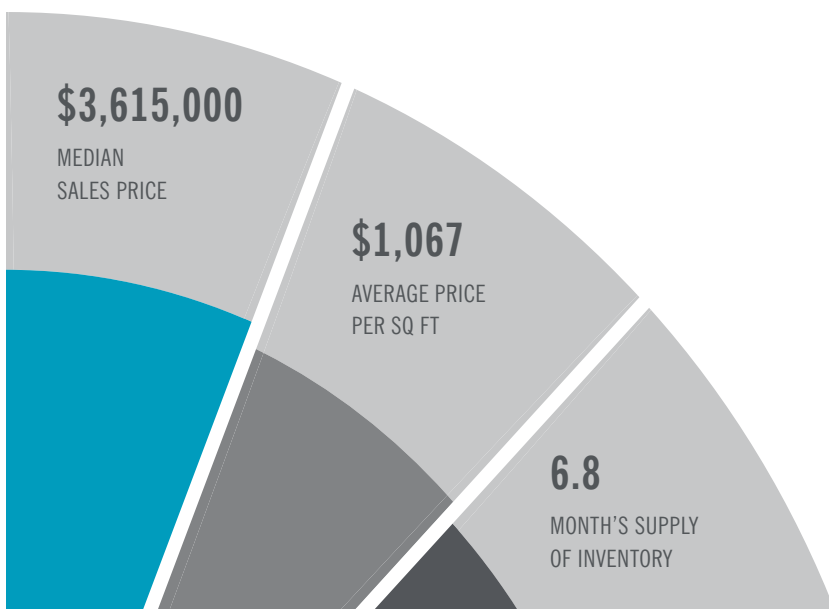
# BRENTWOOD

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$3,185,000	\$2,890,000	\$2,755,000	\$3,615,000	13.5%
Average Price per Square Foot .....	\$1,193	\$1,154	\$1,027	\$1,067	-10.6%
Properties Sold .....	13	24	24	20	53.8%
Properties Pending Sale .....	17	27	14	19	11.8%
Properties For Sale .....	114	144	147	137	20.2%
Days on Market (Pending Sale) .....	68	45	45	54	-20.6%
Month's Supply of Inventory .....	8.8	6	6.1	6.8	-21.9%
Percent Under Contract .....	14.9%	18.8%	9.5%	13.9%	-7.0%
Average Median Price for Last 12 Months	\$2,905,646	\$3,370,417	\$3,706,667	\$3,425,436	15.2%

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## CURRENT MARKET SNAPSHOT



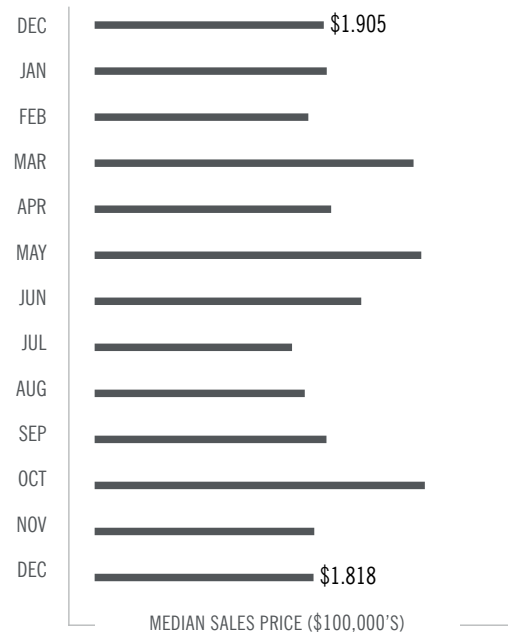
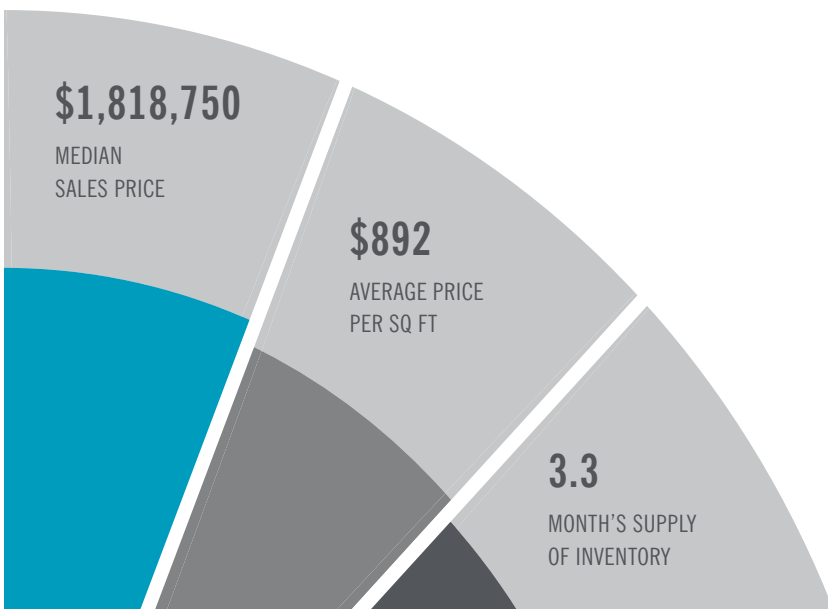
# CHEVIOT HILLS - RANCHO PARK

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,905,000	\$2,220,000	\$1,927,525	\$1,818,750	-4.5%
Average Price per Square Foot .....	\$705	\$783	\$925	\$892	26.5%
Properties Sold .....	8	10	7	6	-25.0%
Properties Pending Sale .....	4	10	3	4	0.0%
Properties For Sale .....	26	29	25	20	-23.1%
Days on Market (Pending Sale) .....	74	21	83	24	-67.6%
Month's Supply of Inventory .....	3.2	2.9	3.6	3.3	2.6%
Percent Under Contract .....	15.4%	34.5%	12.0%	20.0%	30.0%
Average Median Price for Last 12 Months	\$1,953,486	\$1,951,546	\$2,132,917	\$2,068,560	5.6%

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## CURRENT MARKET SNAPSHOT



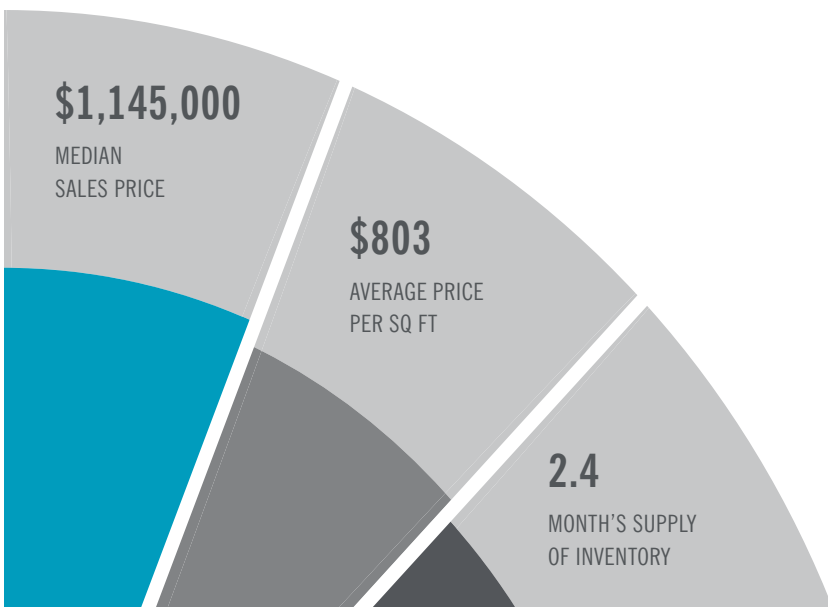
# CULVER CITY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,216,750	\$1,000,000	\$1,222,000	\$1,145,000	-5.9%
Average Price per Square Foot .....	\$761	\$889	\$817	\$803	5.5%
Properties Sold .....	18	19	23	17	-5.6%
Properties Pending Sale .....	14	23	18	15	7.1%
Properties For Sale .....	42	63	63	40	-4.8%
Days on Market (Pending Sale) .....	37	26	27	37	0.0%
Month's Supply of Inventory .....	2.3	3.3	2.7	2.4	0.8%
Percent Under Contract .....	33.3%	36.5%	28.6%	37.5%	12.5%
Average Median Price for Last 12 Months	\$1,111,875	\$1,189,833	\$1,166,333	\$1,177,635	5.6%

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## CURRENT MARKET SNAPSHOT





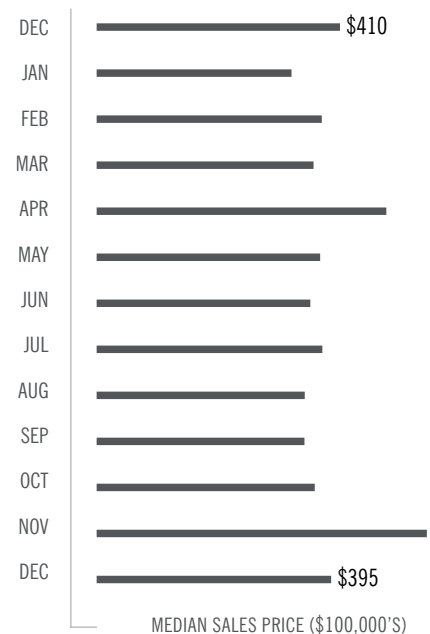
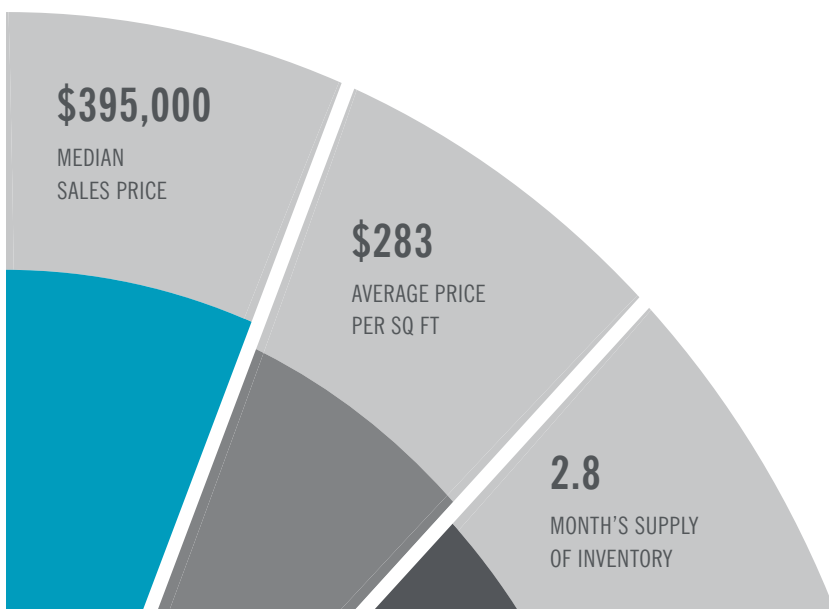
# DOWNTOWN

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$410,000	\$359,500	\$349,500	\$395,000	-3.7%
Average Price per Square Foot .....	\$321	\$272	\$343	\$283	-11.8%
Properties Sold .....	6	6	6	16	166.7%
Properties Pending Sale .....	9	10	12	5	-44.4%
Properties For Sale .....	49	50	58	44	-10.2%
Days on Market (Pending Sale) .....	59	34	99	47	-20.3%
Month's Supply of Inventory .....	8.2	8.3	9.7	2.8	-66.3%
Percent Under Contract .....	18.4%	20.0%	20.7%	11.4%	-38.1%
Average Median Price for Last 12 Months	\$333,584	\$399,917	\$440,000	\$392,746	15.1%

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## CURRENT MARKET SNAPSHOT



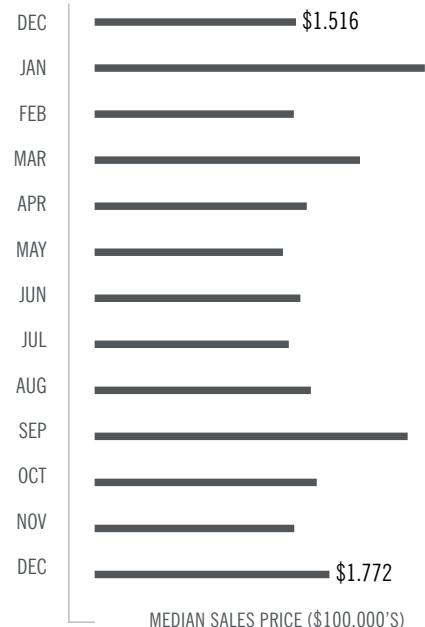
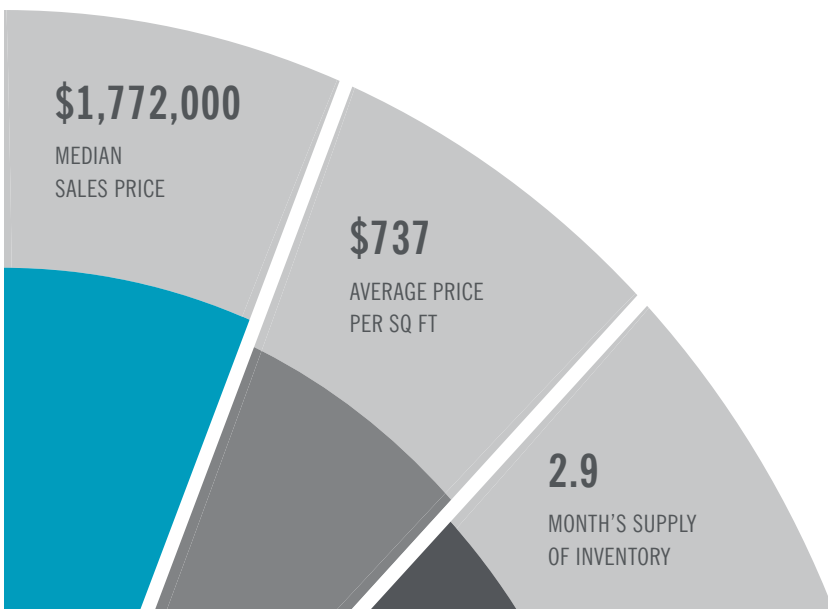
# HANCOCK PARK - WILSHIRE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,516,388	\$1,550,000	\$2,368,750	\$1,772,000	16.9%
Average Price per Square Foot .....	\$664	\$697	\$799	\$737	11.0%
Properties Sold .....	20	23	28	25	25.0%
Properties Pending Sale .....	14	19	24	11	-21.4%
Properties For Sale .....	97	97	102	73	-24.7%
Days on Market (Pending Sale) .....	80	52	44	50	-37.5%
Month's Supply of Inventory .....	4.8	4.2	3.6	2.9	-39.8%
Percent Under Contract .....	14.4%	19.6%	23.5%	15.1%	4.4%
Average Median Price for Last 12 Months	\$1,558,413	\$1,735,130	\$1,650,177	\$1,730,609	10.0%

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## CURRENT MARKET SNAPSHOT



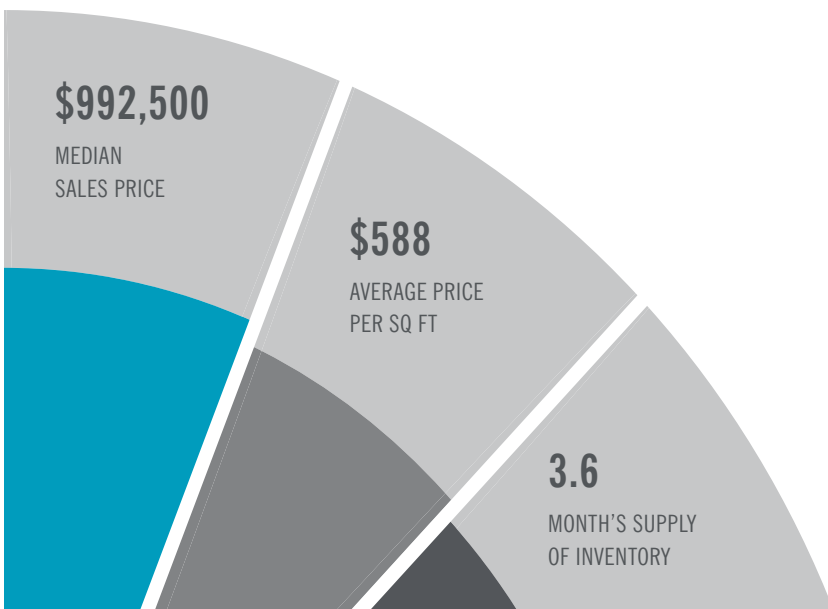
# HOLLYWOOD

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$604,000	\$815,000	\$875,000	\$992,500	64.3%
Average Price per Square Foot .....	\$391	\$752	\$587	\$588	50.4%
Properties Sold .....	1	7	8	10	900.0%
Properties Pending Sale .....	11	10	14	5	-54.5%
Properties For Sale .....	37	51	46	36	-2.7%
Days on Market (Pending Sale) .....	54	37	47	73	35.2%
Month's Supply of Inventory .....	37	7.3	5.8	3.6	-90.3%
Percent Under Contract .....	29.7%	19.6%	30.4%	13.9%	-53.3%
Average Median Price for Last 12 Months	\$982,750	\$993,979	\$1,065,333	\$942,686	-4.2%

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## CURRENT MARKET SNAPSHOT



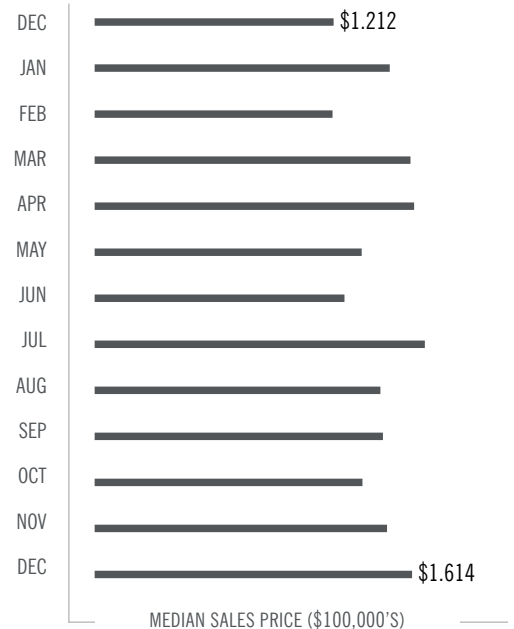
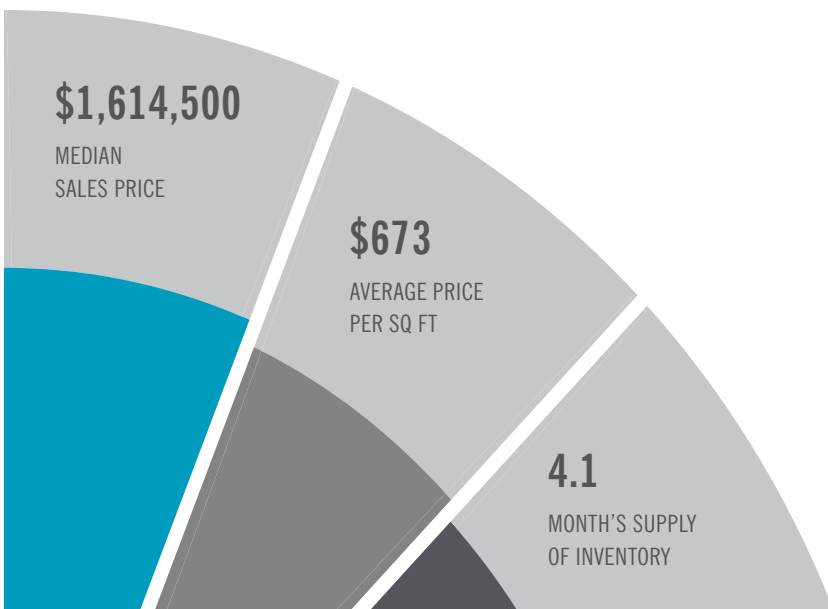
# HOLLYWOOD HILLS EAST

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,212,000	\$1,267,700	\$1,465,000	\$1,614,500	33.2%
Average Price per Square Foot .....	\$579	\$691	\$613	\$673	16.2%
Properties Sold .....	10	17	16	16	60.0%
Properties Pending Sale .....	8	17	12	7	-12.5%
Properties For Sale .....	77	85	73	65	-15.6%
Days on Market (Pending Sale) .....	40	35	38	63	57.5%
Month's Supply of Inventory .....	9.6	5	6.1	4.1	-57.8%
Percent Under Contract .....	10.4%	20.0%	16.4%	10.8%	3.7%
Average Median Price for Last 12 Months	\$1,410,146	\$1,509,583	\$1,486,833	\$1,448,535	2.7%

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## CURRENT MARKET SNAPSHOT



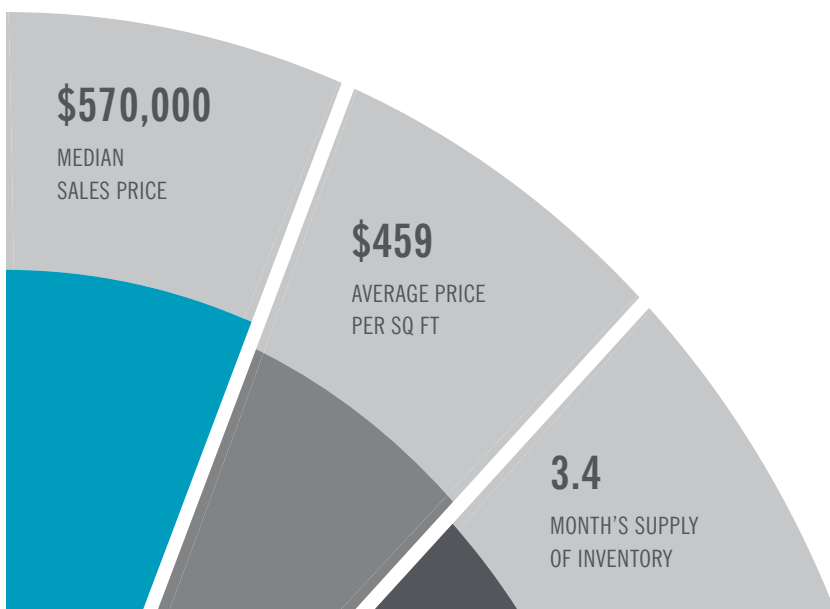
# INGLEWOOD

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$450,000	\$573,500	\$543,800	\$570,000	26.7%
Average Price per Square Foot .....	\$332	\$399	\$414	\$459	38.3%
Properties Sold .....	19	24	20	16	-15.8%
Properties Pending Sale .....	18	17	19	15	-16.7%
Properties For Sale .....	58	58	59	54	-6.9%
Days on Market (Pending Sale) .....	22	29	27	31	40.9%
Month's Supply of Inventory .....	3.2	3.4	3.1	3.4	4.7%
Percent Under Contract .....	31.0%	29.3%	32.2%	27.8%	-10.5%
Average Median Price for Last 12 Months	\$451,092	\$552,550	\$550,833	\$524,398	14.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



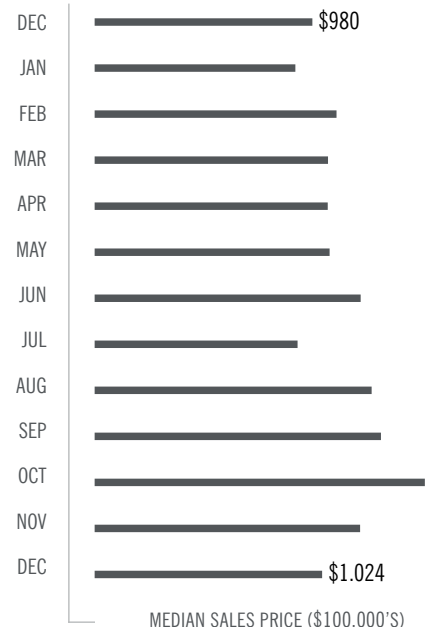
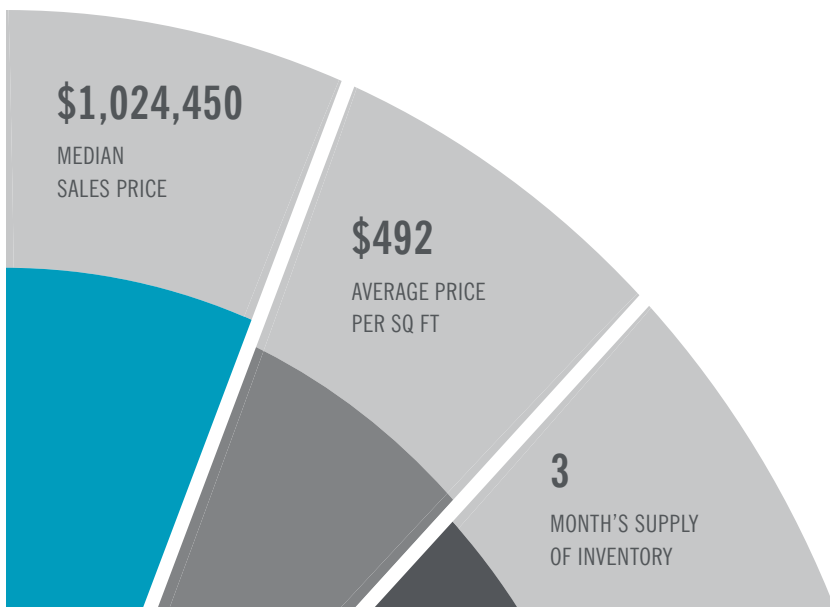
# LADERA HEIGHTS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$980,000	\$1,200,000	\$1,292,500	\$1,024,450	4.5%
Average Price per Square Foot .....	\$433	\$414	\$431	\$492	13.6%
Properties Sold .....	2	5	4	6	200.0%
Properties Pending Sale .....	3	9	10	2	-33.3%
Properties For Sale .....	17	29	28	18	5.9%
Days on Market (Pending Sale) .....	54	53	60	35	-35.2%
Month's Supply of Inventory .....	5.7	3.2	2.8	3	-47.1%
Percent Under Contract .....	17.6%	31.0%	35.7%	11.1%	-37.0%
Average Median Price for Last 12 Months	\$1,014,781	\$1,194,908	\$1,238,150	\$1,115,515	9.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



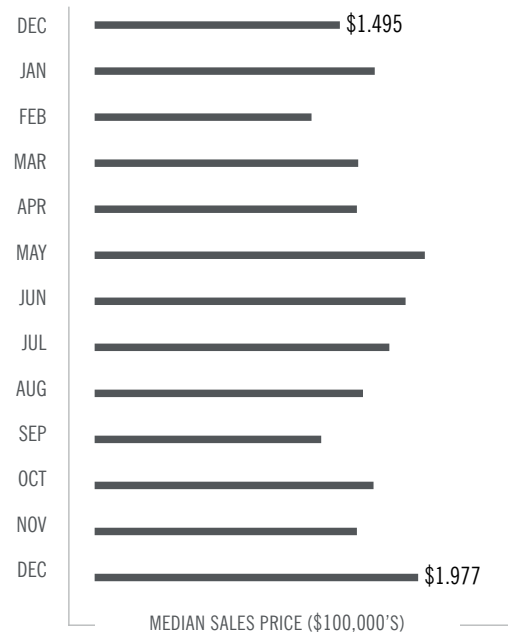
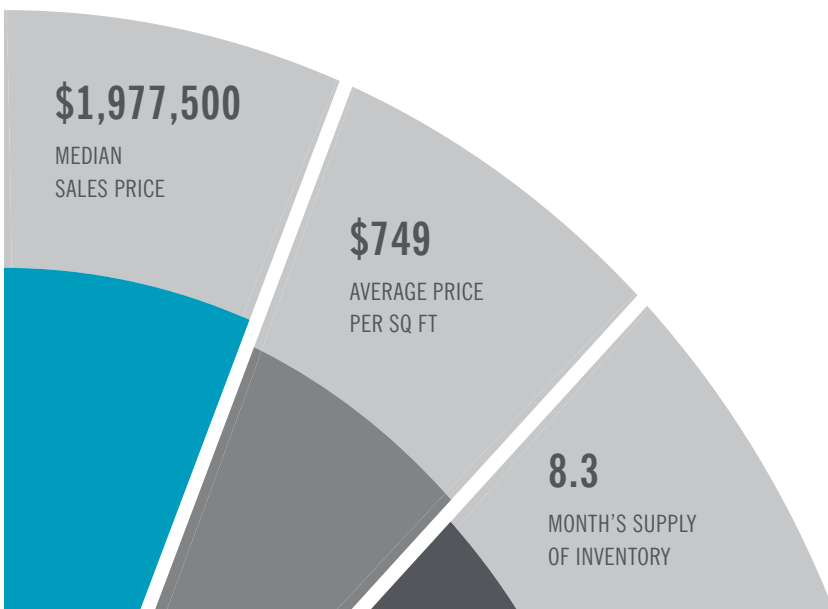
# LAUREL CANYON

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,495,000	\$1,900,000	\$1,380,000	\$1,977,500	32.3%
Average Price per Square Foot .....	\$782	\$907	\$773	\$749	-4.2%
Properties Sold .....	26	30	22	20	-23.1%
Properties Pending Sale .....	20	30	26	15	-25.0%
Properties For Sale .....	156	165	160	124	-20.5%
Days on Market (Pending Sale) .....	63	47	94	56	-11.1%
Month's Supply of Inventory .....	7.8	5.5	6.2	8.3	6.0%
Percent Under Contract .....	12.8%	18.2%	16.2%	12.1%	-5.6%
Average Median Price for Last 12 Months	\$1,598,695	\$1,682,917	\$1,760,000	\$1,673,042	4.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



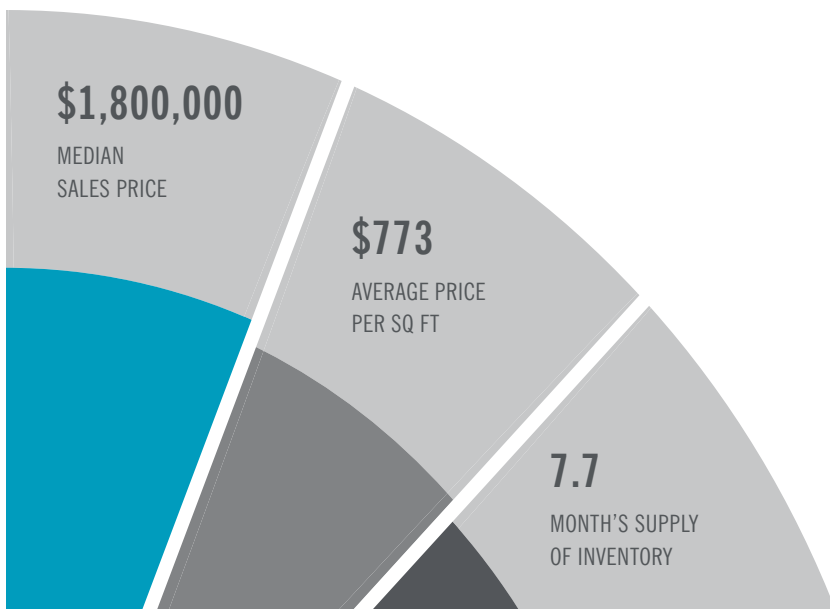
# LOS FELIZ

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,790,625	\$1,775,000	\$1,658,500	\$1,800,000	0.5%
Average Price per Square Foot .....	\$644	\$881	\$680	\$773	20.0%
Properties Sold .....	18	31	18	9	-50.0%
Properties Pending Sale .....	16	26	20	12	-25.0%
Properties For Sale .....	88	100	95	69	-21.6%
Days on Market (Pending Sale) .....	68	52	46	67	-1.5%
Month's Supply of Inventory .....	5.5	3.8	4.8	7.7	39.4%
Percent Under Contract .....	18.2%	26.0%	21.1%	17.4%	-4.3%
Average Median Price for Last 12 Months	\$1,635,097	\$1,737,250	\$1,730,000	\$1,655,510	1.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





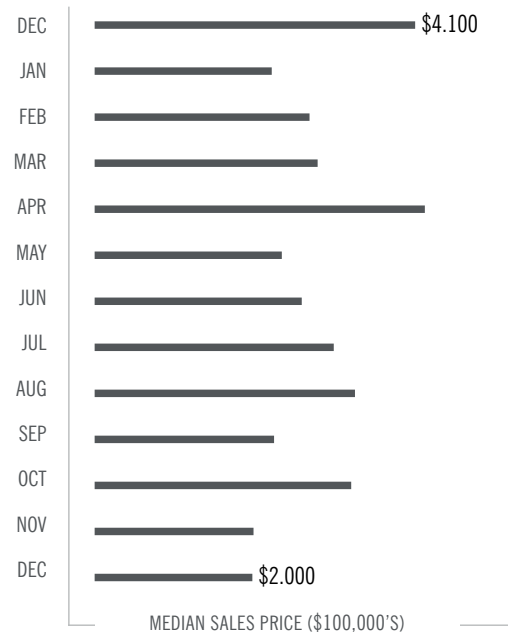
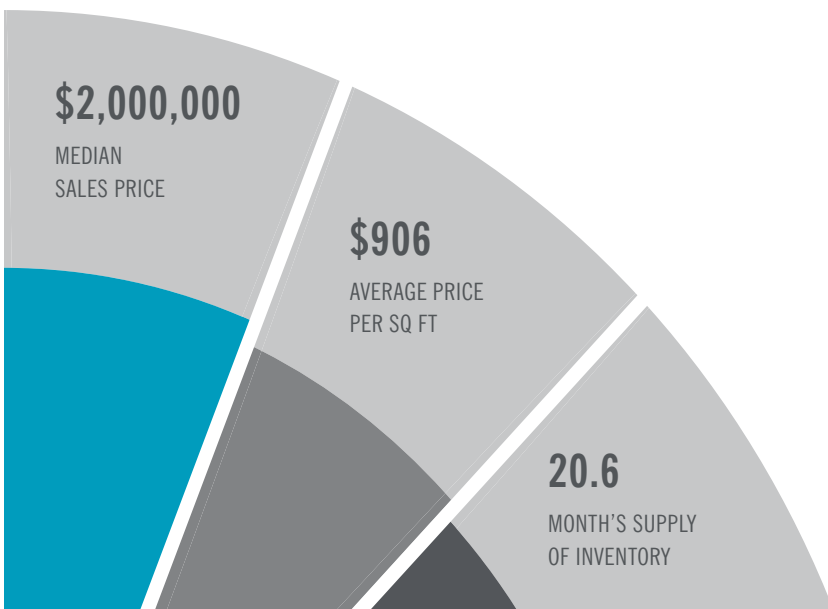
# MALIBU

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$4,100,000	\$2,637,100	\$2,280,000	\$2,000,000	-51.2%
Average Price per Square Foot .....	\$1,082	\$1,076	\$865	\$906	-16.3%
Properties Sold .....	11	22	13	9	-18.2%
Properties Pending Sale .....	12	22	17	9	-25.0%
Properties For Sale .....	205	234	207	185	-9.8%
Days on Market (Pending Sale) .....	84	125	88	101	20.2%
Month's Supply of Inventory .....	18.6	10.6	15.9	20.6	10.3%
Percent Under Contract .....	5.9%	9.4%	8.2%	4.9%	-16.9%
Average Median Price for Last 12 Months	\$2,502,042	\$2,657,271	\$2,430,000	\$2,855,017	12.4%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



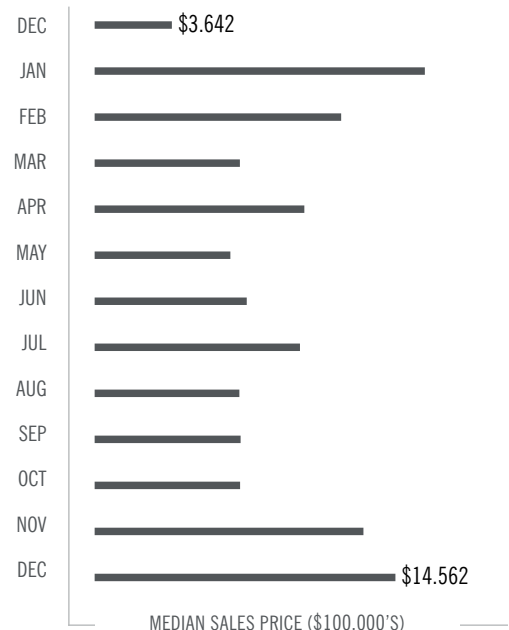
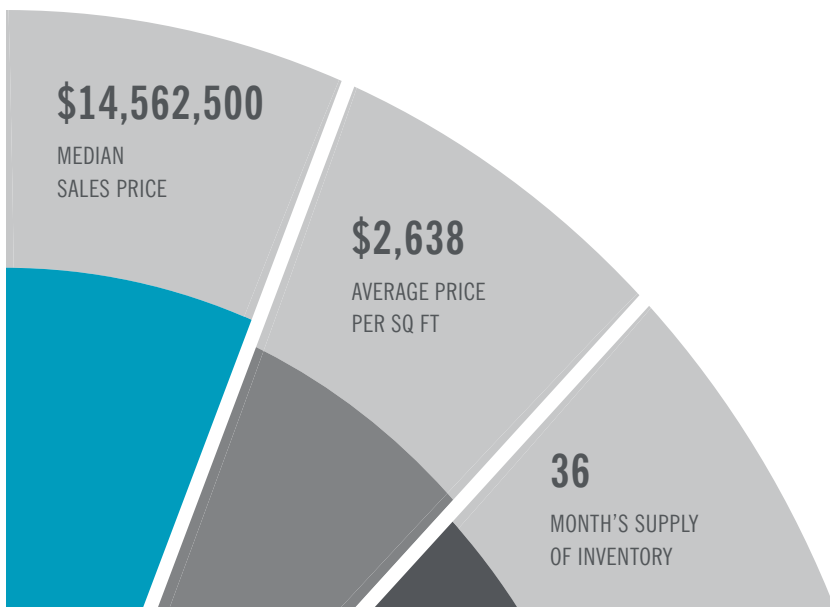
# MALIBU BEACH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$3,642,248	\$7,300,000	\$7,000,000	\$14,562,500	299.8%
Average Price per Square Foot .....	\$1,456	\$2,765	\$2,435	\$2,638	81.2%
Properties Sold .....	1	5	5	2	100.0%
Properties Pending Sale .....	3	1	6	5	66.7%
Properties For Sale .....	69	91	89	72	4.3%
Days on Market (Pending Sale) .....	175	147	187	133	-24.0%
Month's Supply of Inventory .....	69	18.2	17.8	36	-47.8%
Percent Under Contract .....	4.3%	1.1%	6.7%	6.9%	59.7%
Average Median Price for Last 12 Months	\$6,598,021	\$9,729,583	\$11,512,500	\$9,293,096	29.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

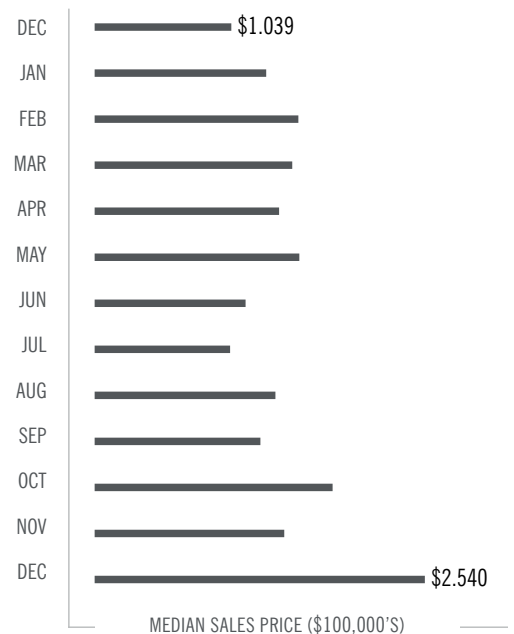
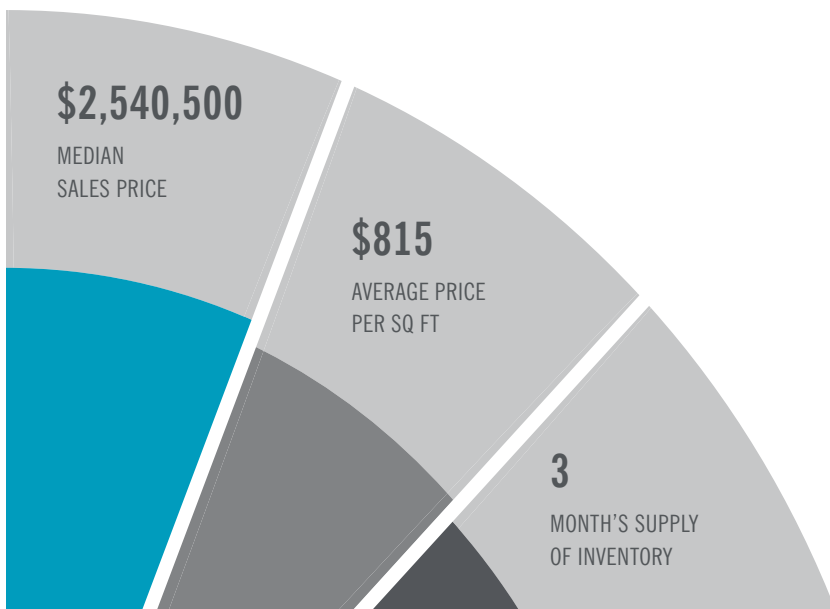


# MARINA DEL REY

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,039,500	\$1,150,000	\$1,265,000	\$2,540,500	144.4%
Average Price per Square Foot .....	\$709	\$777	\$793	\$815	15.0%
Properties Sold .....	6	7	6	10	66.7%
Properties Pending Sale .....	4	6	9	5	25.0%
Properties For Sale .....	28	37	34	30	7.1%
Days on Market (Pending Sale) .....	110	57	60	76	-30.9%
Month's Supply of Inventory .....	4.7	5.3	5.7	3	-35.7%
Percent Under Contract .....	14.3%	16.2%	26.5%	16.7%	16.7%
Average Median Price for Last 12 Months	\$1,423,044	\$1,582,000	\$1,938,500	\$1,464,615	2.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



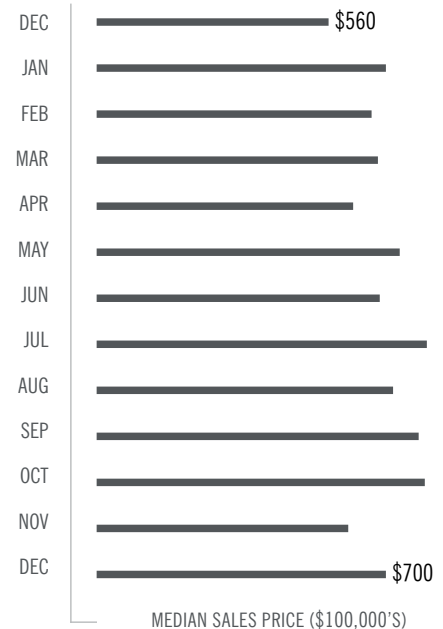
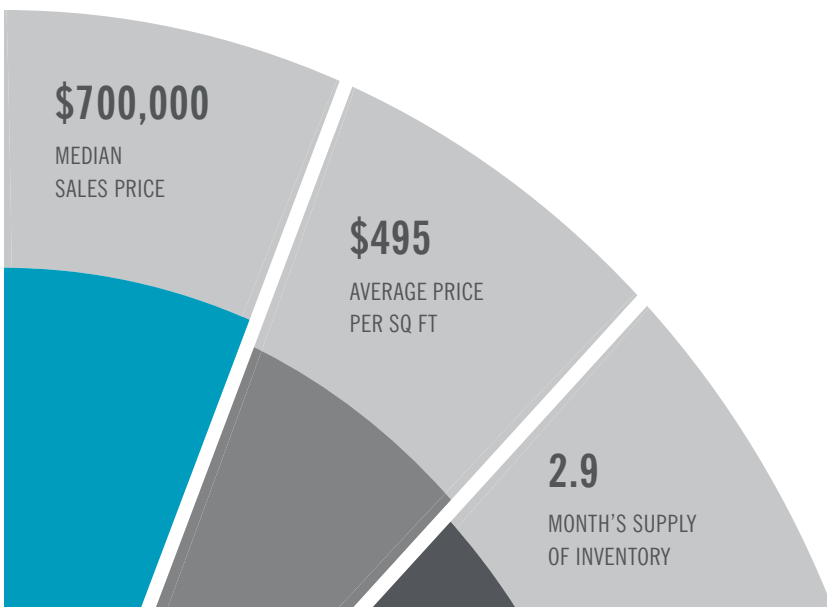
# MID LOS ANGELES

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$560,000	\$685,000	\$780,000	\$700,000	25.0%
Average Price per Square Foot .....	\$435	\$450	\$465	\$495	13.8%
Properties Sold .....	31	41	23	37	19.4%
Properties Pending Sale .....	31	56	35	27	-12.9%
Properties For Sale .....	118	138	120	109	-7.6%
Days on Market (Pending Sale) .....	44	38	33	34	-22.7%
Month's Supply of Inventory .....	3.8	3.4	5.2	2.9	-22.6%
Percent Under Contract .....	26.3%	40.6%	29.2%	24.8%	-5.7%
Average Median Price for Last 12 Months	\$594,019	\$733,417	\$701,000	\$695,750	14.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



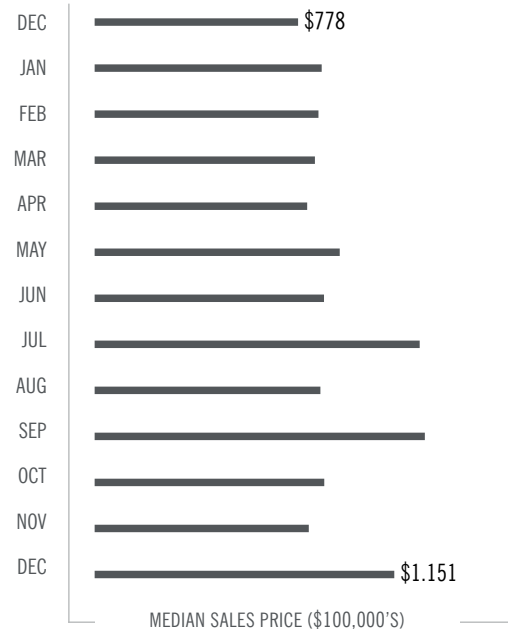
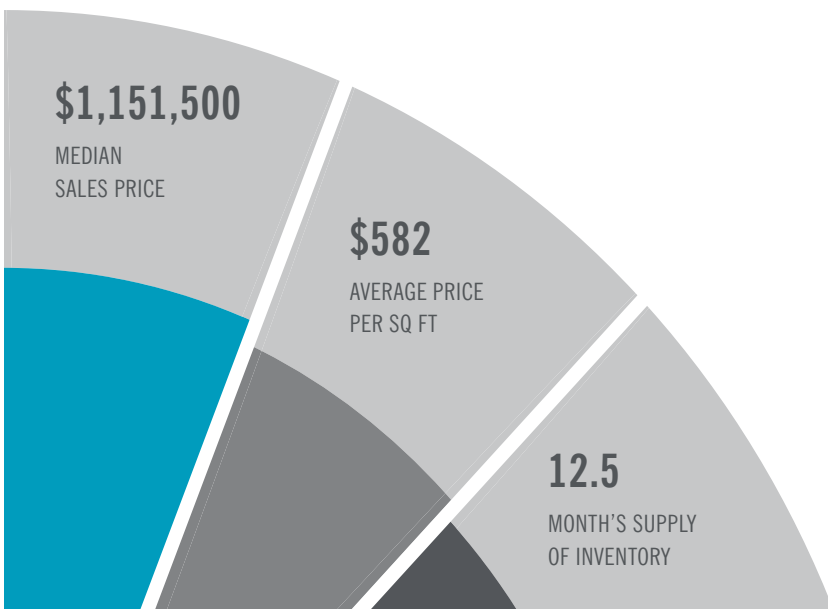
# MID WILSHIRE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$778,500	\$879,000	\$1,270,000	\$1,151,500	47.9%
Average Price per Square Foot .....	\$500	\$520	\$576	\$582	16.4%
Properties Sold .....	4	10	1	2	-50.0%
Properties Pending Sale .....	5	4	0	1	-80.0%
Properties For Sale .....	23	25	18	25	8.7%
Days on Market (Pending Sale) .....	39	61	0	38	-2.6%
Month's Supply of Inventory .....	5.8	2.5	18	12.5	117.4%
Percent Under Contract .....	21.7%	16.0%	0.0%	4.0%	-81.6%
Average Median Price for Last 12 Months	\$822,225	\$1,039,417	\$950,500	\$939,923	12.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



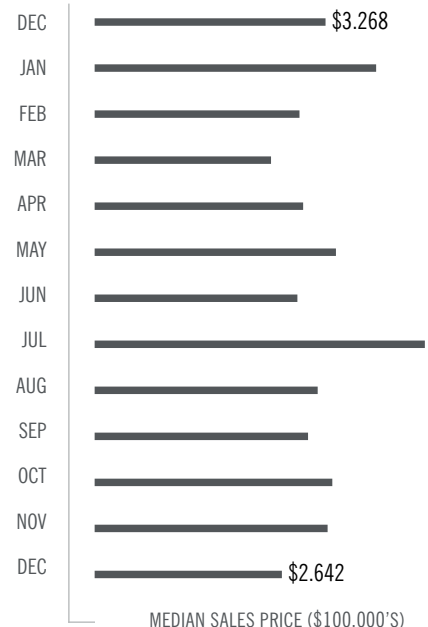
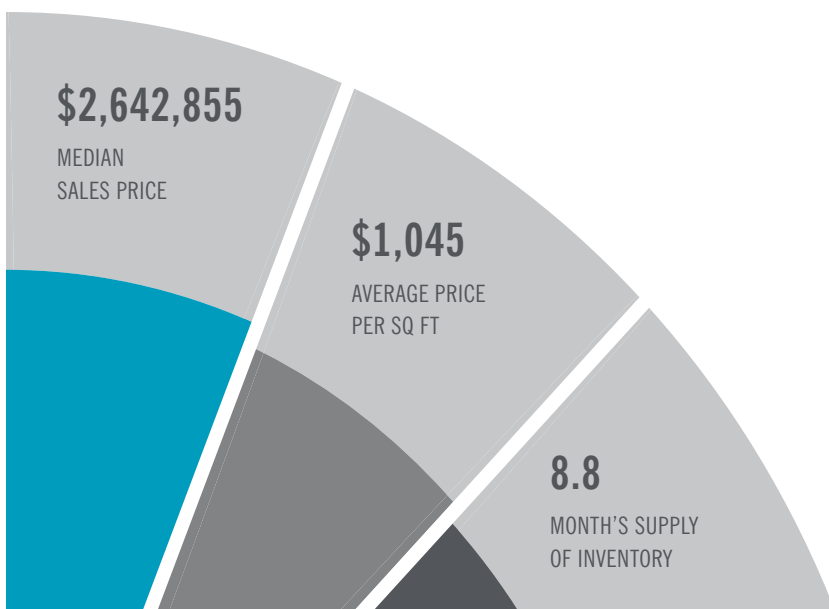
# PACIFIC PALISADES

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$3,268,000	\$2,865,000	\$3,017,500	\$2,642,855	-19.1%
Average Price per Square Foot .....	\$1,077	\$1,108	\$962	\$1,045	-3.0%
Properties Sold .....	19	25	20	10	-47.4%
Properties Pending Sale .....	21	23	14	5	-76.2%
Properties For Sale .....	124	128	110	88	-29.0%
Days on Market (Pending Sale) .....	70	44	47	50	-28.6%
Month's Supply of Inventory .....	6.5	5.1	5.5	8.8	34.8%
Percent Under Contract .....	16.9%	18.0%	12.7%	5.7%	-66.5%
Average Median Price for Last 12 Months	\$2,817,244	\$3,361,393	\$3,101,785	\$3,233,895	12.9%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

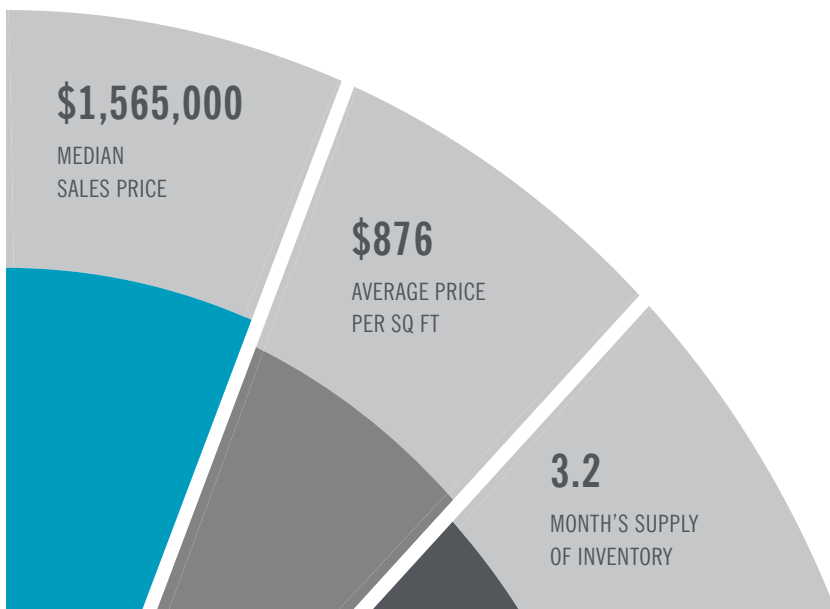


# PALMS - MAR VISTA

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,500,000	\$1,560,000	\$1,449,500	\$1,565,000	4.3%
Average Price per Square Foot .....	\$712	\$773	\$806	\$876	23.0%
Properties Sold .....	27	41	26	20	-25.9%
Properties Pending Sale .....	19	38	36	13	-31.6%
Properties For Sale .....	53	90	104	64	20.8%
Days on Market (Pending Sale) .....	41	19	31	43	4.9%
Month's Supply of Inventory .....	2	2.2	4	3.2	63.0%
Percent Under Contract .....	35.8%	42.2%	34.6%	20.3%	-43.3%
Average Median Price for Last 12 Months	\$1,355,544	\$1,534,760	\$1,548,087	\$1,496,621	9.4%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



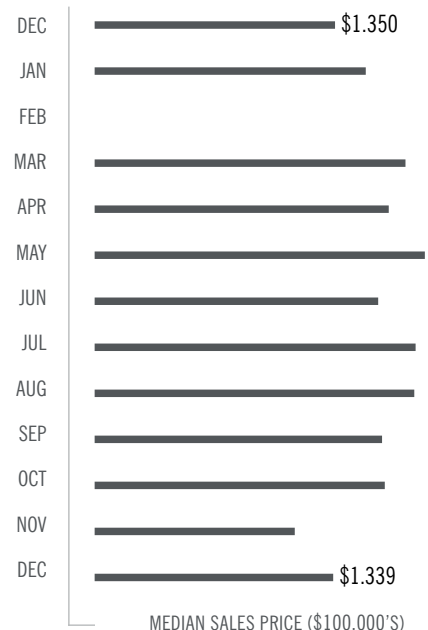
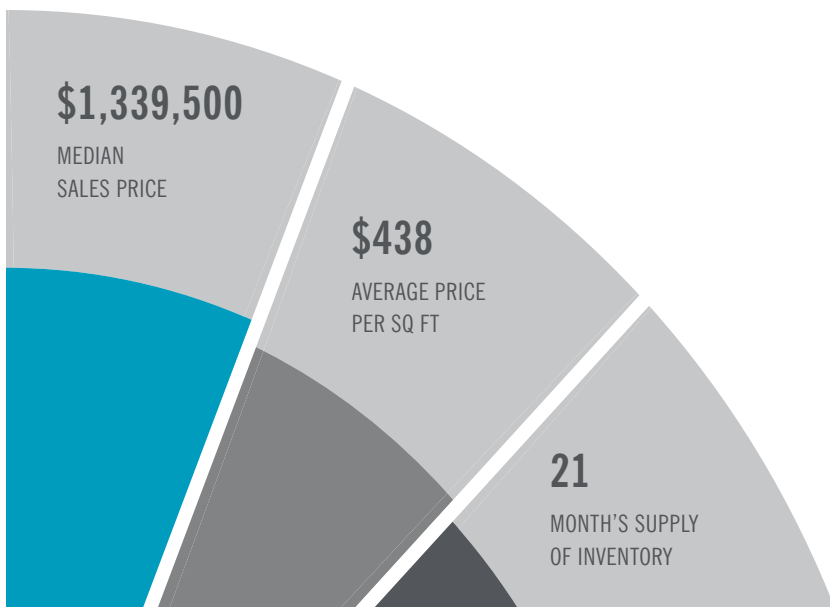
# PLAYA DEL REY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,350,000	\$1,595,000	\$1,617,000	\$1,339,500	-0.8%
Average Price per Square Foot .....	\$531	\$690	\$859	\$438	-17.5%
Properties Sold .....	3	6	5	1	-66.7%
Properties Pending Sale .....	1	5	4	3	200.0%
Properties For Sale .....	12	16	20	21	75.0%
Days on Market (Pending Sale) .....	202	39	22	63	-68.8%
Month's Supply of Inventory .....	4	2.7	4	21	425.0%
Percent Under Contract .....	8.3%	31.2%	20.0%	14.3%	71.4%
Average Median Price for Last 12 Months	\$1,544,210	\$1,552,963	\$1,364,425	\$1,587,690	2.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





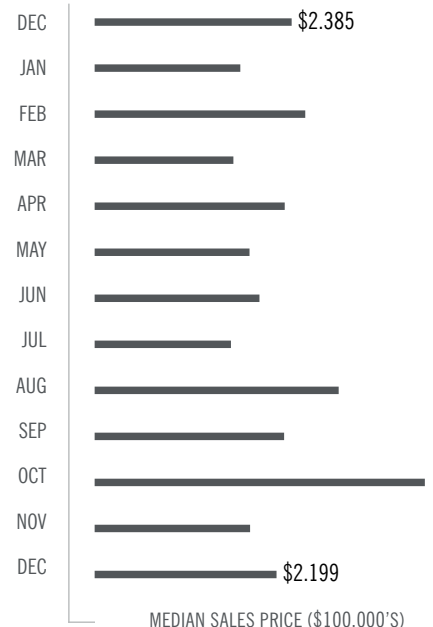
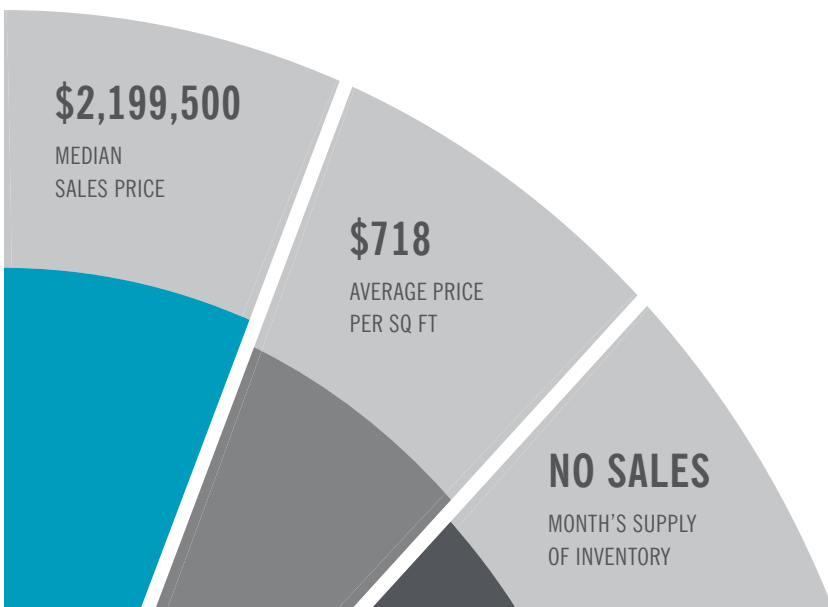
# PLAYA VISTA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,385,000	\$1,990,000	\$2,292,500	\$2,199,500	-7.8%
Average Price per Square Foot .....	\$738	\$709	\$738	\$718	-2.7%
Properties Sold .....	1	5	4	4	300.0%
Properties Pending Sale .....	2	3	1	0	-100.0%
Properties For Sale .....	10	14	10	7	-30.0%
Days on Market (Pending Sale) .....	46	22	37	0	-100.0%
Month's Supply of Inventory .....	10	2.8	2.5	0	-100.0%
Percent Under Contract .....	20.0%	21.4%	10.0%	0.0%	-100.0%
Average Median Price for Last 12 Months	\$951,354	\$2,498,110	\$2,698,033	\$2,269,897	138.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



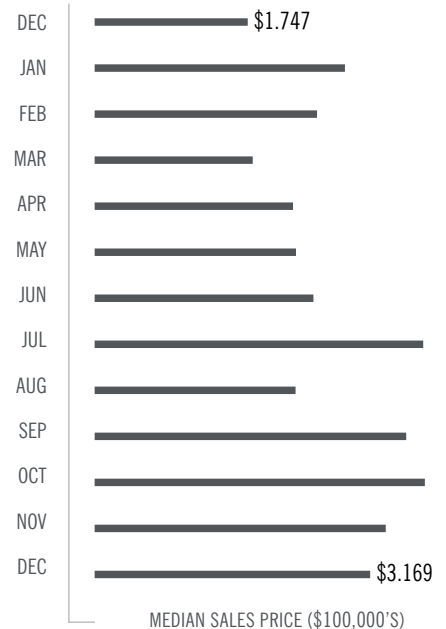
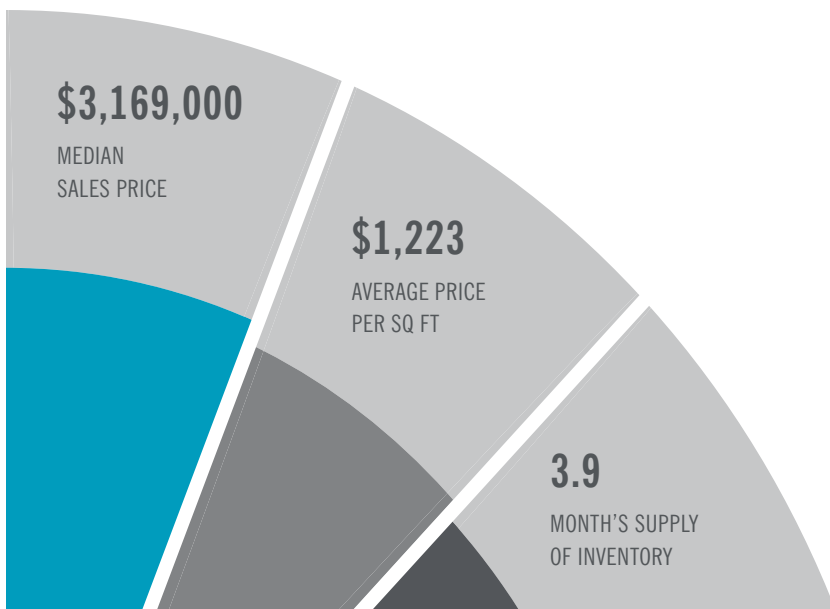
# SANTA MONICA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,747,000	\$2,510,000	\$3,587,500	\$3,169,000	81.4%
Average Price per Square Foot .....	\$1,250	\$1,170	\$1,225	\$1,223	-2.2%
Properties Sold .....	21	29	20	21	0.0%
Properties Pending Sale .....	16	26	18	13	-18.8%
Properties For Sale .....	59	98	91	81	37.3%
Days on Market (Pending Sale) .....	69	25	46	43	-37.7%
Month's Supply of Inventory .....	2.8	3.4	4.6	3.9	37.3%
Percent Under Contract .....	27.1%	26.5%	19.8%	16.0%	-40.8%
Average Median Price for Last 12 Months	\$2,473,662	\$3,333,000	\$3,441,000	\$2,774,500	10.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

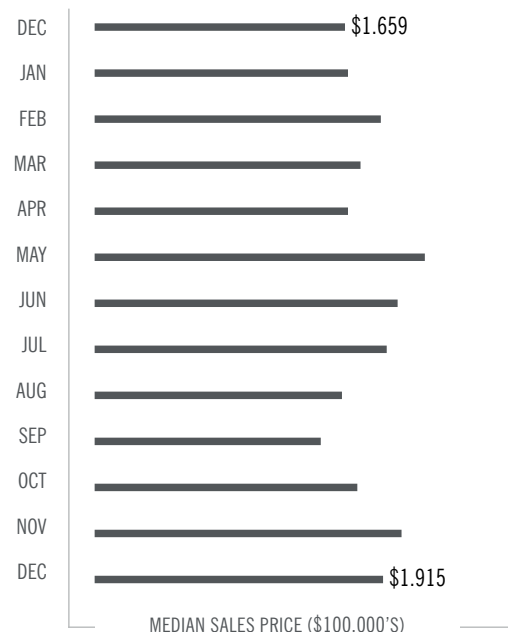
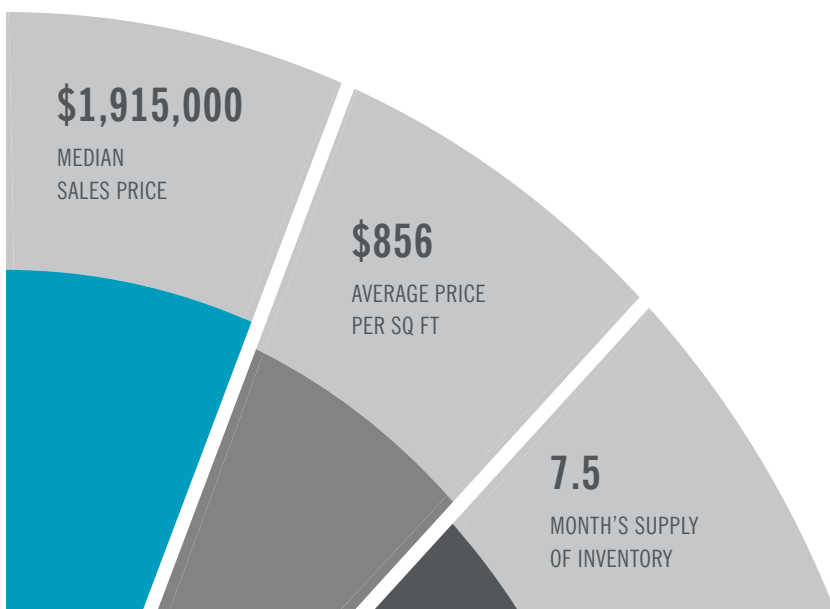


# SUNSET STRIP - HOLLYWOOD HILLS WEST

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,659,850	\$2,012,500	\$1,497,500	\$1,915,000	15.4%
Average Price per Square Foot .....	\$773	\$873	\$898	\$856	10.7%
Properties Sold .....	37	50	34	39	5.4%
Properties Pending Sale .....	35	47	35	30	-14.3%
Properties For Sale .....	300	358	352	292	-2.7%
Days on Market (Pending Sale) .....	63	59	83	54	-14.3%
Month's Supply of Inventory .....	8.1	7.2	10.4	7.5	-7.7%
Percent Under Contract .....	11.7%	13.1%	9.9%	10.3%	-11.9%
Average Median Price for Last 12 Months	\$1,787,279	\$1,795,458	\$1,898,750	\$1,820,307	1.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



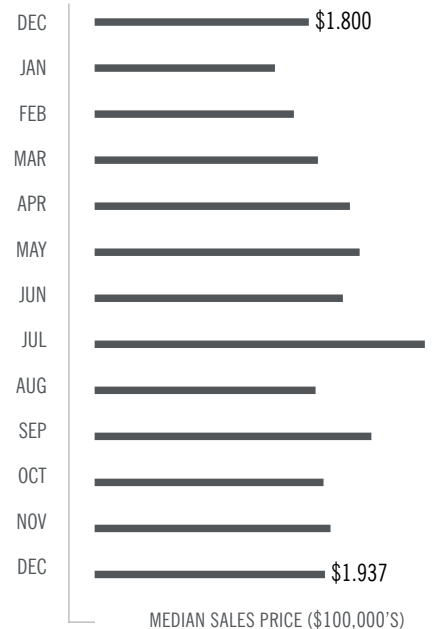
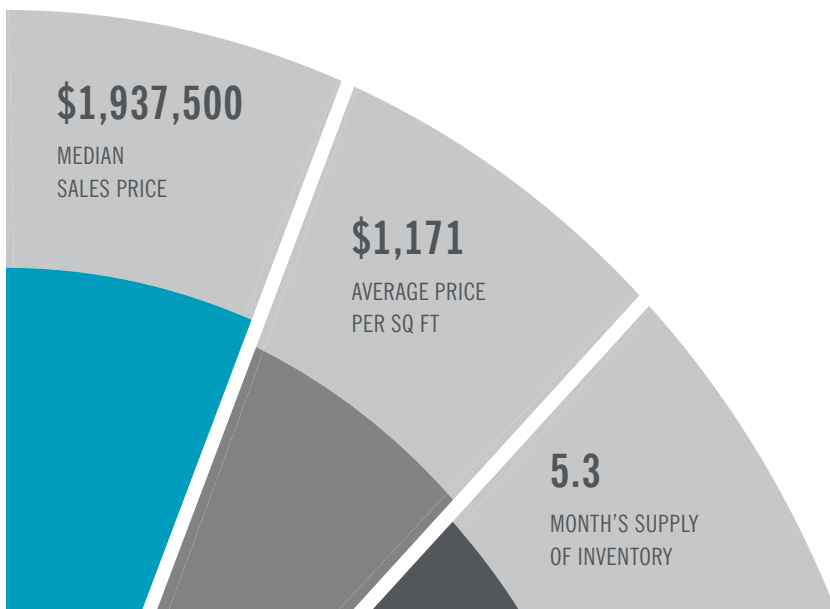
# VENICE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,800,000	\$2,090,000	\$2,332,500	\$1,937,500	7.6%
Average Price per Square Foot .....	\$1,219	\$1,167	\$1,117	\$1,171	-3.9%
Properties Sold .....	17	21	14	14	-17.6%
Properties Pending Sale .....	12	23	11	13	8.3%
Properties For Sale .....	88	97	93	74	-15.9%
Days on Market (Pending Sale) .....	50	34	57	71	42.0%
Month's Supply of Inventory .....	5.2	4.6	6.6	5.3	2.1%
Percent Under Contract .....	13.6%	23.7%	11.8%	17.6%	28.8%
Average Median Price for Last 12 Months	\$1,873,159	\$2,137,542	\$1,949,250	\$2,012,313	7.4%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



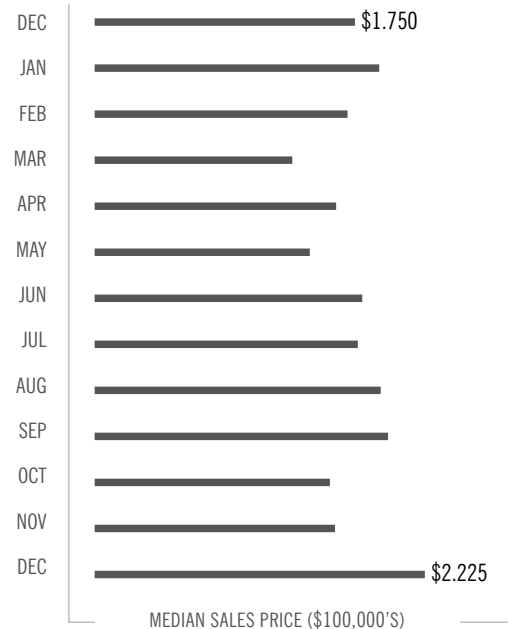
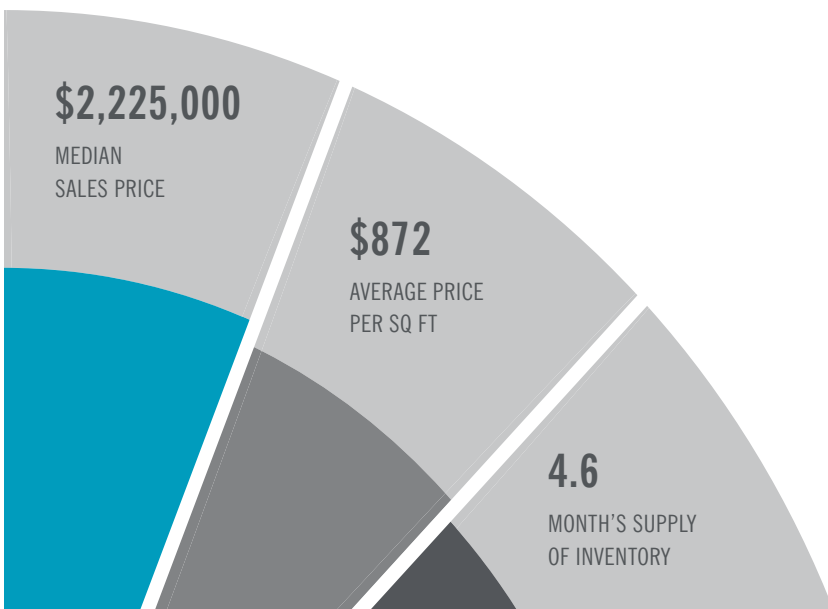
# WEST HOLLYWOOD

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,750,000	\$1,799,858	\$1,975,000	\$2,225,000	27.1%
Average Price per Square Foot .....	\$806	\$949	\$1,015	\$872	8.2%
Properties Sold .....	9	12	15	8	-11.1%
Properties Pending Sale .....	7	15	11	7	0.0%
Properties For Sale .....	56	59	56	37	-33.9%
Days on Market (Pending Sale) .....	69	28	34	42	-39.1%
Month's Supply of Inventory .....	6.2	4.9	3.7	4.6	-25.7%
Percent Under Contract .....	12.5%	25.4%	19.6%	18.9%	51.4%
Average Median Price for Last 12 Months	\$1,566,002	\$1,848,250	\$1,806,667	\$1,741,893	10.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

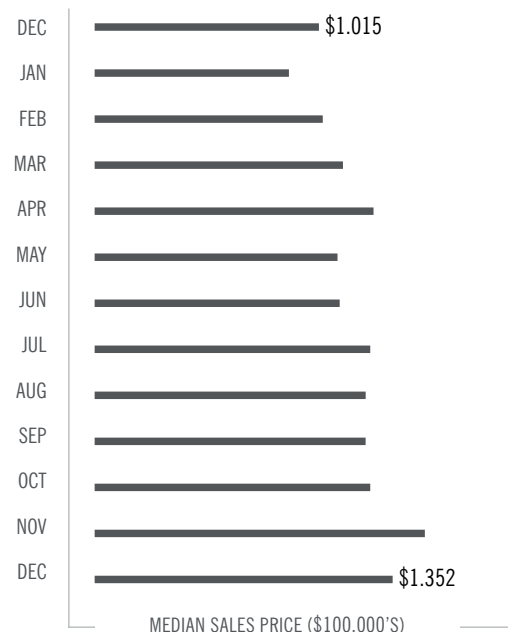
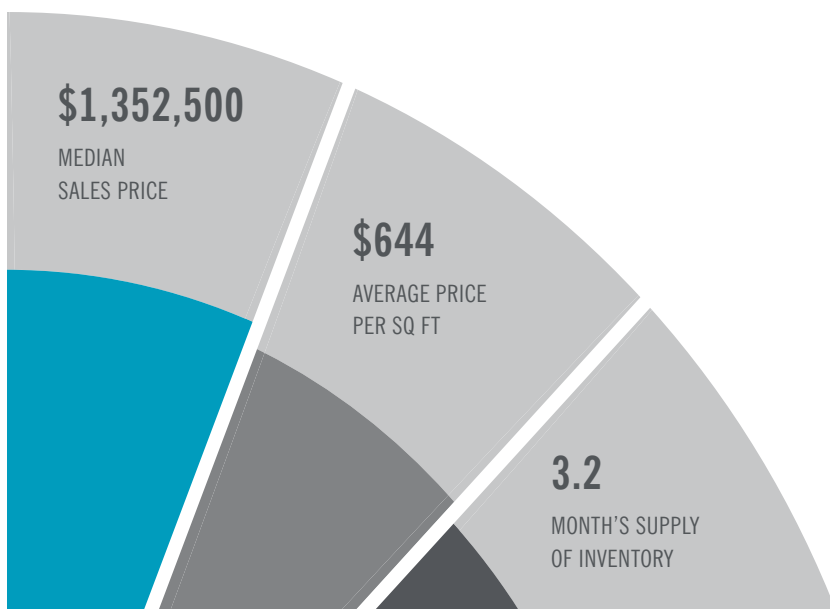


# WEST LOS ANGELES

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,015,000	\$1,110,000	\$1,228,750	\$1,352,500	33.3%
Average Price per Square Foot .....	\$645	\$865	\$716	\$644	-0.2%
Properties Sold .....	12	11	12	10	-16.7%
Properties Pending Sale .....	11	17	10	5	-54.5%
Properties For Sale .....	39	47	36	32	-17.9%
Days on Market (Pending Sale) .....	23	31	84	45	95.7%
Month's Supply of Inventory .....	3.2	4.3	3	3.2	-1.5%
Percent Under Contract .....	28.2%	36.2%	27.8%	15.6%	-44.6%
Average Median Price for Last 12 Months	\$1,034,229	\$1,301,708	\$1,367,500	\$1,179,635	14.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



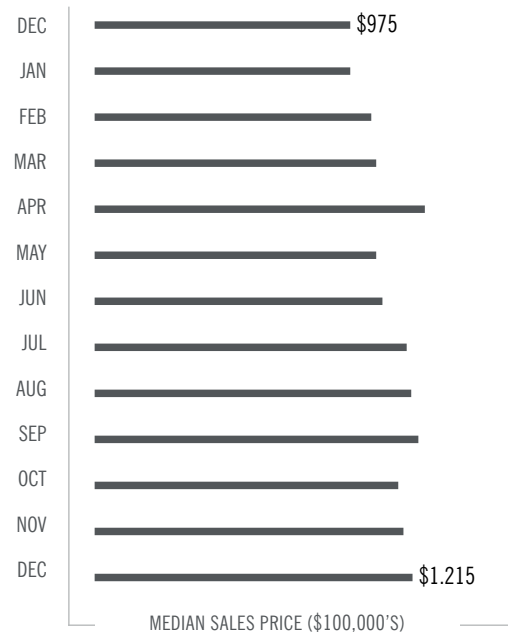
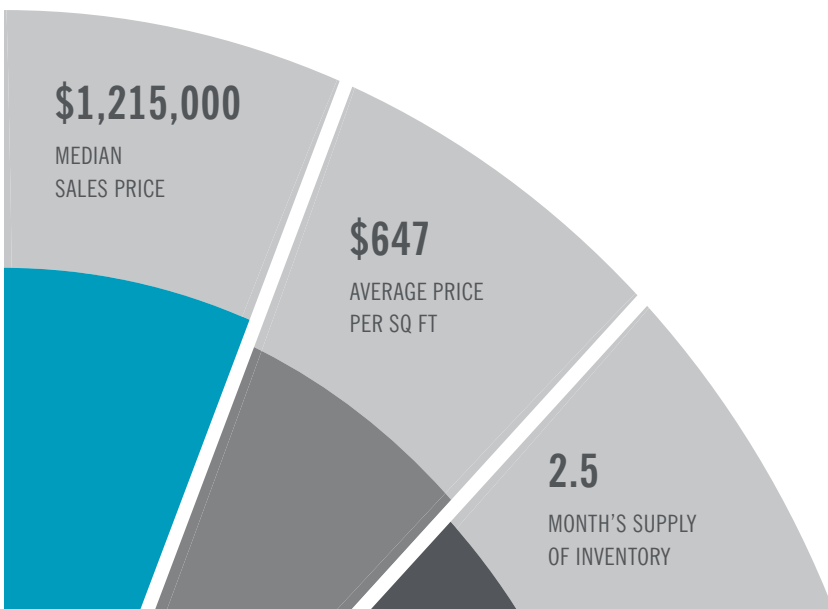
# WESTCHESTER

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$975,000	\$1,099,000	\$1,237,500	\$1,215,000	24.6%
Average Price per Square Foot .....	\$605	\$673	\$664	\$647	6.9%
Properties Sold .....	33	37	20	27	-18.2%
Properties Pending Sale .....	20	38	27	28	40.0%
Properties For Sale .....	62	109	91	67	8.1%
Days on Market (Pending Sale) .....	66	21	42	31	-53.0%
Month's Supply of Inventory .....	1.9	2.9	4.6	2.5	32.1%
Percent Under Contract .....	32.3%	34.9%	29.7%	41.8%	29.6%
Average Median Price for Last 12 Months	\$1,062,579	\$1,199,167	\$1,185,000	\$1,131,731	6.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

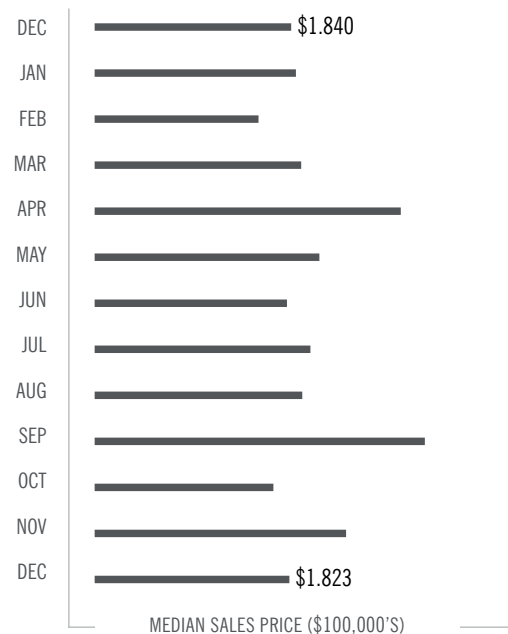
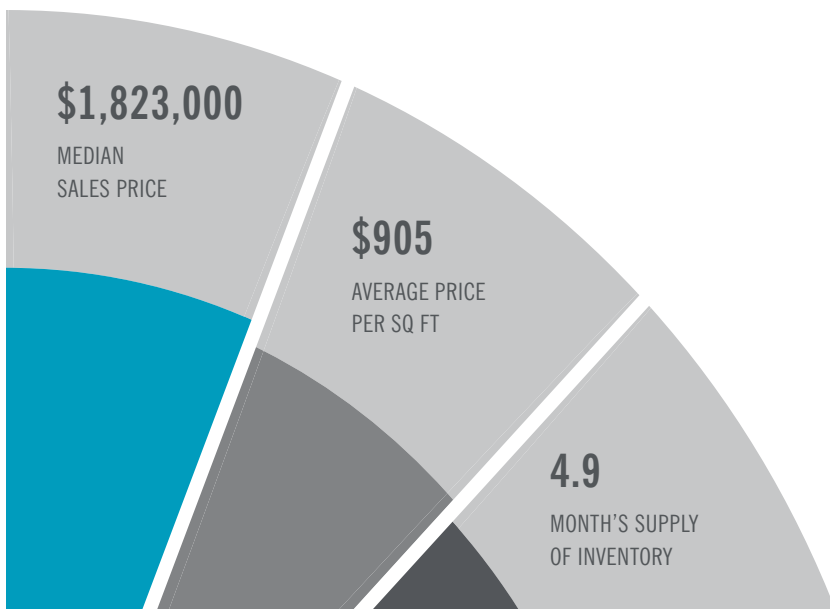


# WESTWOOD - CENTURY CITY

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,840,000	\$1,800,000	\$3,108,500	\$1,823,000	-0.9%
Average Price per Square Foot .....	\$788	\$820	\$988	\$905	14.8%
Properties Sold .....	14	23	10	10	-28.6%
Properties Pending Sale .....	7	16	10	10	42.9%
Properties For Sale .....	49	58	58	49	0.0%
Days on Market (Pending Sale) .....	50	38	35	46	-8.0%
Month's Supply of Inventory .....	3.5	2.5	5.8	4.9	40.0%
Percent Under Contract .....	14.3%	27.6%	17.2%	20.4%	42.9%
Average Median Price for Last 12 Months	\$1,867,928	\$2,155,185	\$1,951,704	\$2,069,909	10.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





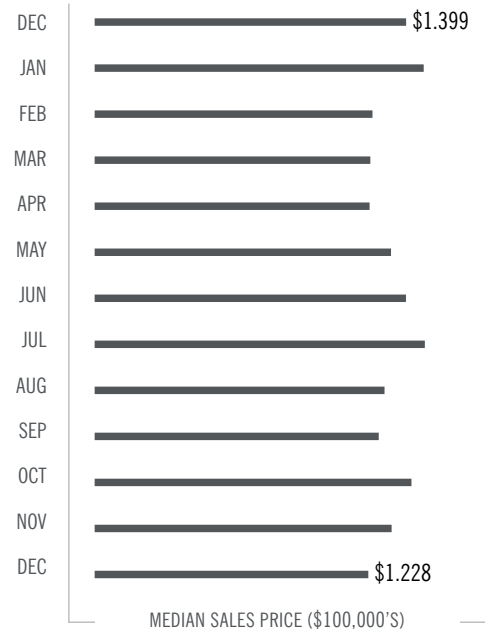
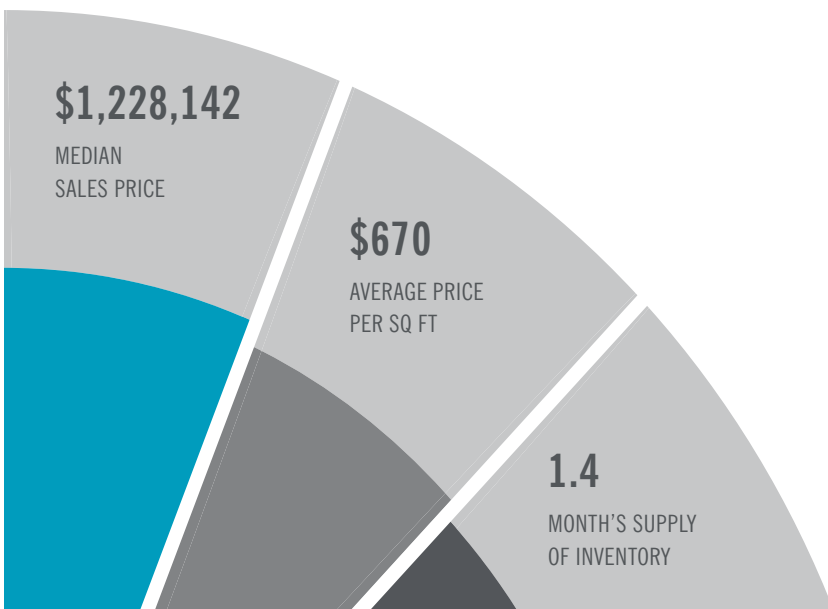
# SOUTH BAY MACRO MARKET

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,399,465	\$1,398,700	\$1,275,321	\$1,228,142	-12.2%
Average Price per Square Foot .....	\$608	\$627	\$658	\$670	10.4%
Properties Sold .....	218	339	273	443	103.2%
Properties Pending Sale .....	138	296	240	124	-10.1%
Properties For Sale .....	655	1,029	941	611	-6.7%
Days on Market (Pending Sale) .....	44	35	45	39	-10.2%
Month's Supply of Inventory .....	3	3	3.4	1.4	-54.1%
Percent Under Contract .....	21.1%	28.8%	25.5%	20.3%	-3.7%
Average Median Price for Last 12 Months	\$1,224,958	\$1,341,103	\$1,328,475	\$1,366,114	11.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



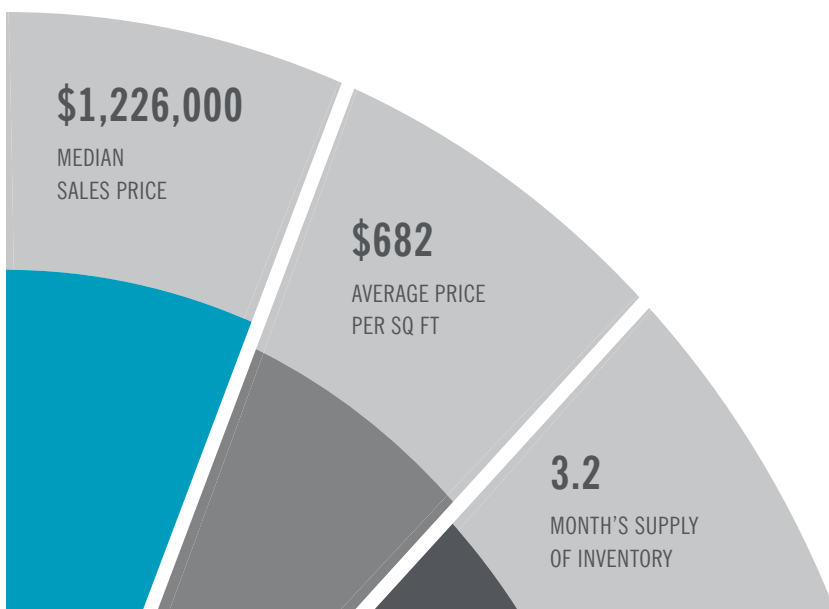
# EL SEGUNDO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,382,500	\$1,385,500	\$1,255,000	\$1,226,000	-11.3%
Average Price per Square Foot .....	\$544	\$621	\$714	\$682	25.4%
Properties Sold .....	6	8	7	6	0.0%
Properties Pending Sale .....	3	10	8	2	-33.3%
Properties For Sale .....	18	27	27	19	5.6%
Days on Market (Pending Sale) .....	63	31	29	26	-58.7%
Month's Supply of Inventory .....	3	0	3.9	3.2	5.6%
Percent Under Contract .....	16.7%	37.0%	29.6%	10.5%	-36.8%
Average Median Price for Last 12 Months	\$1,278,538	\$1,293,500	\$1,281,833	\$1,287,817	0.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



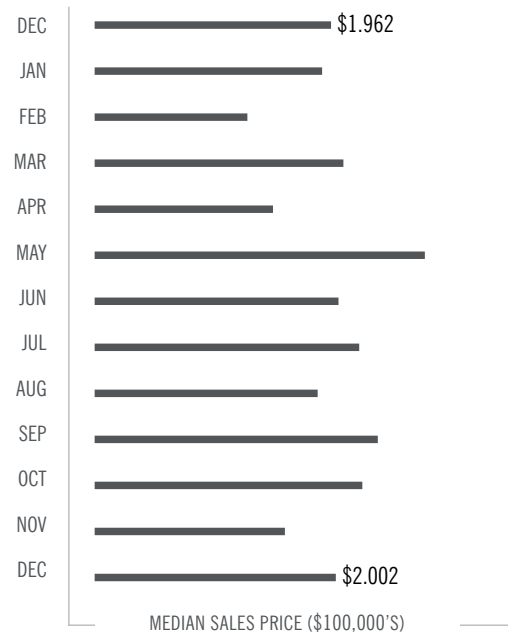
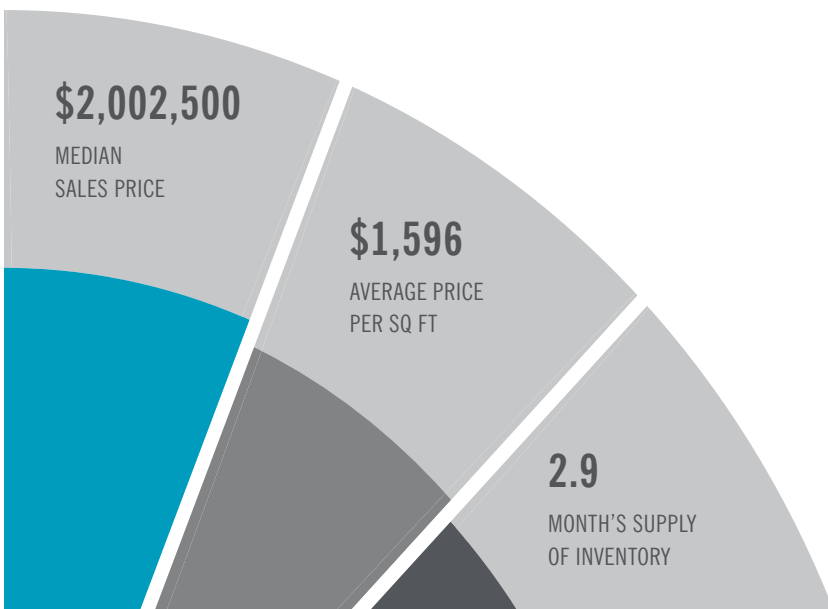
# HERMOSA BEACH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,962,500	\$2,025,000	\$2,355,000	\$2,002,500	2.0%
Average Price per Square Foot .....	\$1,098	\$940	\$1,294	\$1,596	45.4%
Properties Sold .....	6	13	8	10	66.7%
Properties Pending Sale .....	0	12	7	5	n/a
Properties For Sale .....	34	53	45	29	-14.7%
Days on Market (Pending Sale) .....	0	40	57	37	n/a
Month's Supply of Inventory .....	5.7	4.1	5.6	2.9	-48.8%
Percent Under Contract .....	0.0%	22.6%	15.6%	17.2%	n/a
Average Median Price for Last 12 Months	\$1,694,760	\$2,034,417	\$1,934,167	\$1,971,742	16.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



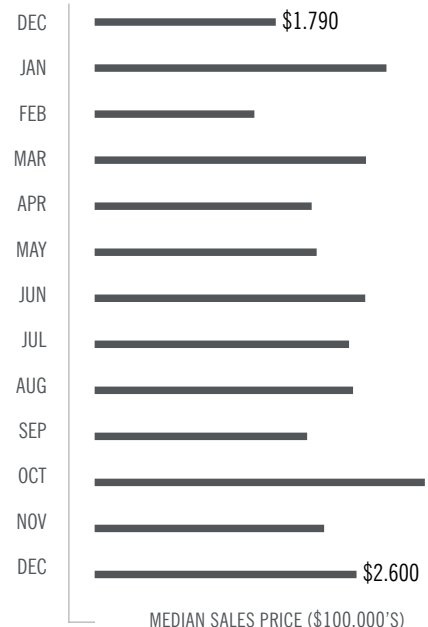
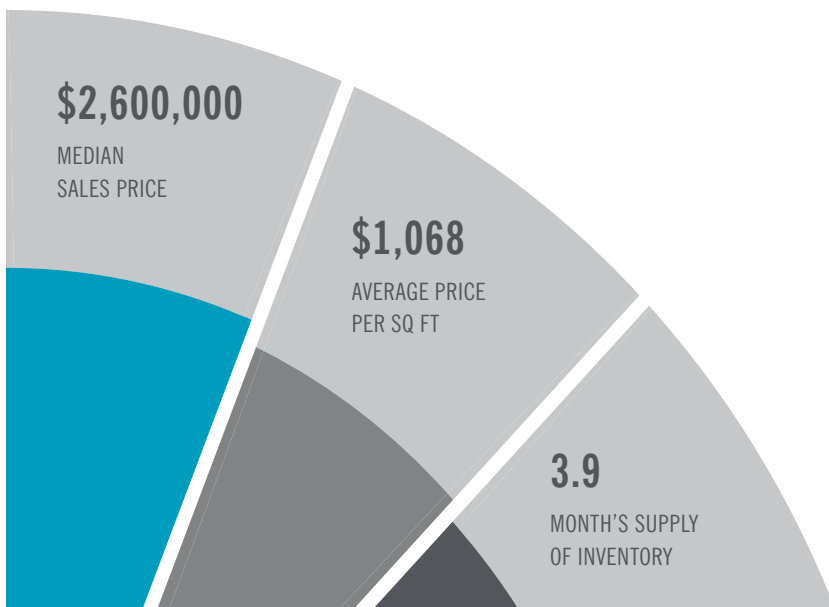
# MANHATTAN BEACH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,790,000	\$2,687,000	\$2,104,500	\$2,600,000	45.3%
Average Price per Square Foot .....	\$826	\$1,022	\$1,306	\$1,068	29.3%
Properties Sold .....	19	52	28	23	21.1%
Properties Pending Sale .....	9	35	21	18	100.0%
Properties For Sale .....	96	152	147	89	-7.3%
Days on Market (Pending Sale) .....	53	54	73	66	24.5%
Month's Supply of Inventory .....	5.1	2.9	5.2	3.9	-23.4%
Percent Under Contract .....	9.4%	23.0%	14.3%	20.2%	115.7%
Average Median Price for Last 12 Months	\$2,171,625	\$2,559,083	\$2,720,000	\$2,411,692	11.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



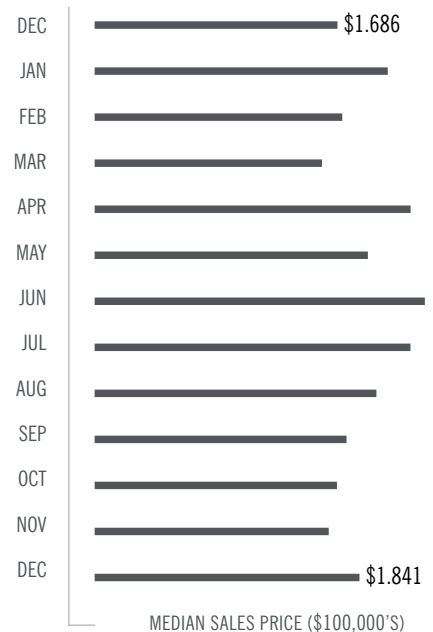
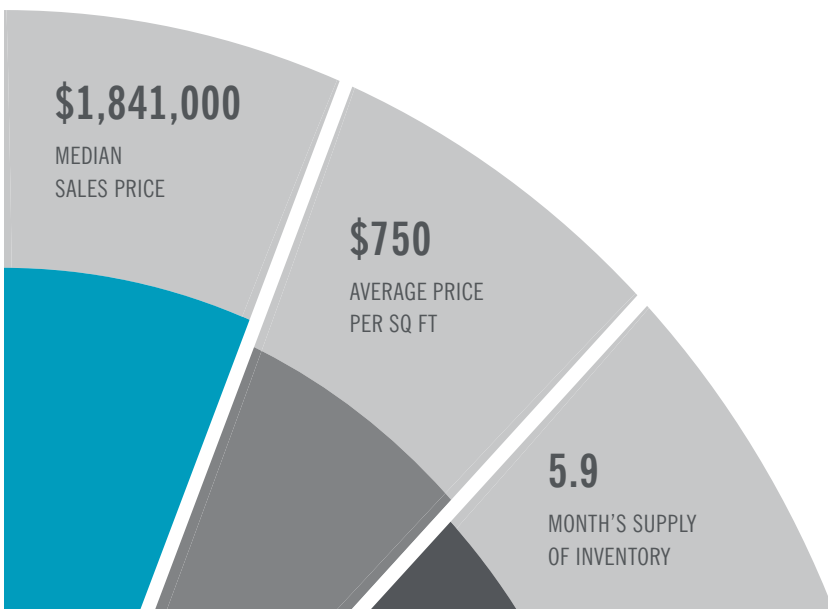
# PALOS VERDES ESTATES

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,686,600	\$2,300,000	\$1,750,000	\$1,841,000	9.2%
Average Price per Square Foot .....	\$755	\$718	\$714	\$750	-0.7%
Properties Sold .....	16	15	25	10	-37.5%
Properties Pending Sale .....	11	13	11	11	0.0%
Properties For Sale .....	61	104	83	59	-3.3%
Days on Market (Pending Sale) .....	61	40	54	75	23.0%
Month's Supply of Inventory .....	3.8	6.9	3.3	5.9	54.8%
Percent Under Contract .....	18.0%	12.5%	13.3%	18.6%	3.4%
Average Median Price for Last 12 Months	\$1,858,613	\$1,842,958	\$1,716,250	\$1,883,181	1.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



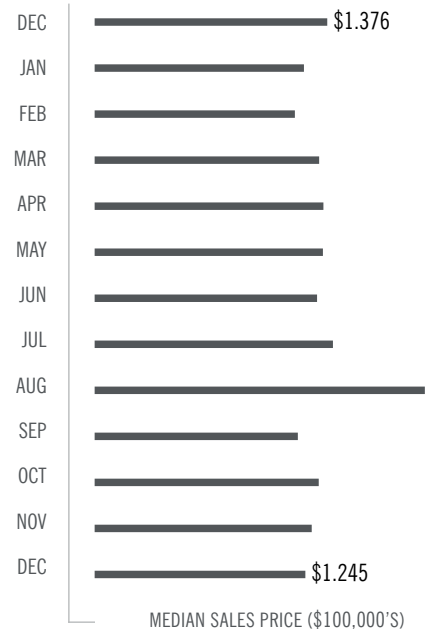
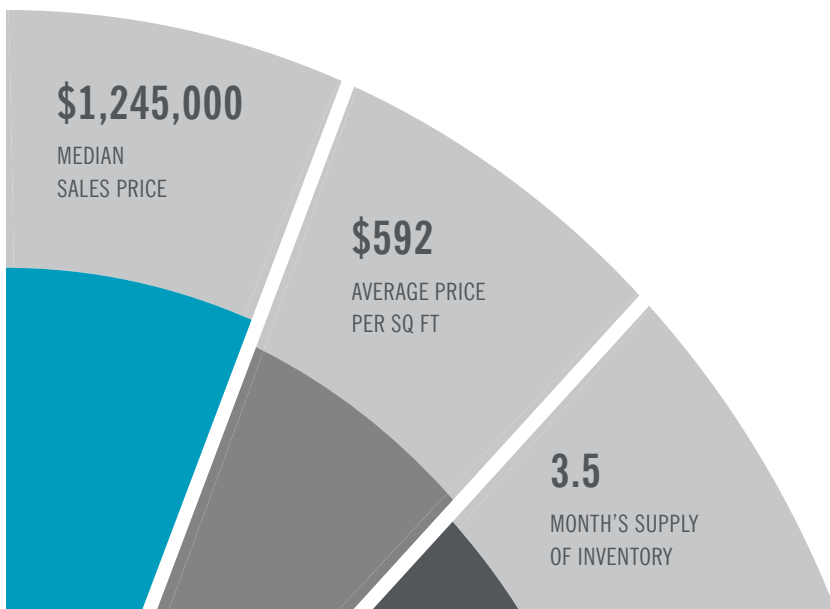
# RANCHO PALOS VERDES

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,376,000	\$1,315,000	\$1,200,000	\$1,245,000	-9.5%
Average Price per Square Foot .....	\$571	\$574	\$580	\$592	3.7%
Properties Sold .....	39	62	35	30	-23.1%
Properties Pending Sale .....	25	48	40	18	-28.0%
Properties For Sale .....	111	161	152	105	-5.4%
Days on Market (Pending Sale) .....	62	24	42	46	-25.8%
Month's Supply of Inventory .....	2.8	2.6	4.3	3.5	23.0%
Percent Under Contract .....	22.5%	29.8%	26.3%	17.1%	-23.9%
Average Median Price for Last 12 Months	\$1,277,021	\$1,403,833	\$1,284,333	\$1,351,019	5.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



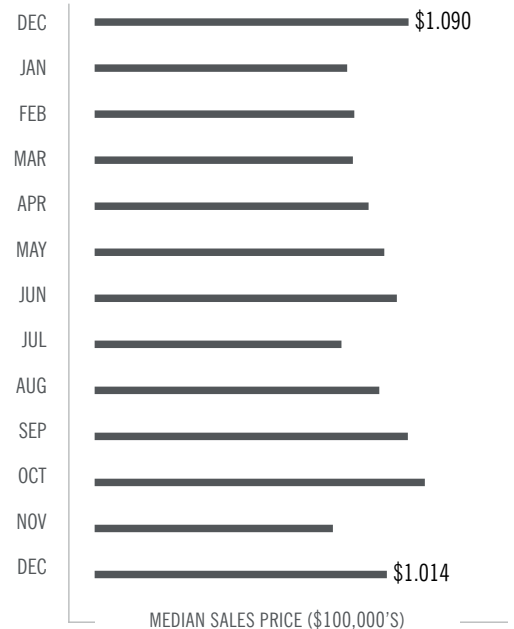
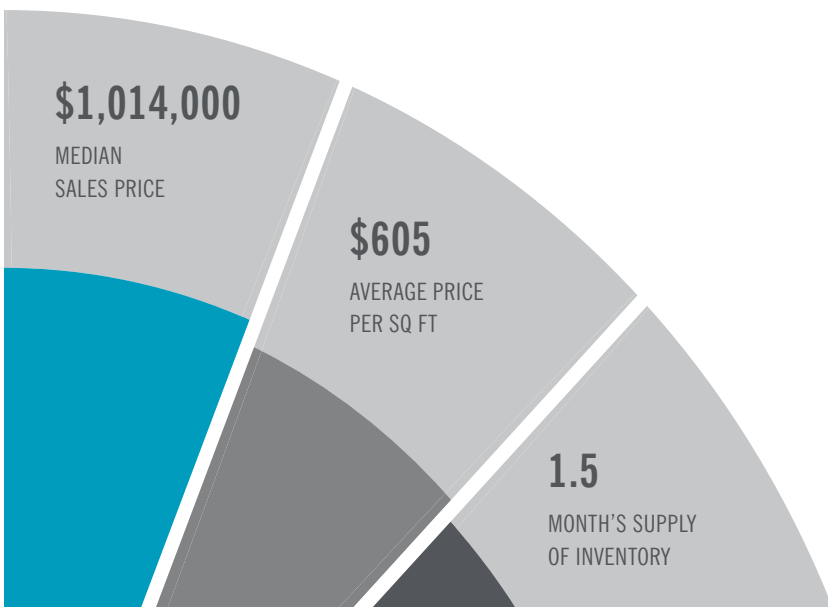
# REDONDO BEACH- NORTH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,090,000	\$1,049,000	\$1,087,500	\$1,014,000	-7.0%
Average Price per Square Foot .....	\$529	\$631	\$579	\$605	14.4%
Properties Sold .....	18	21	18	18	0.0%
Properties Pending Sale .....	9	18	14	8	-11.1%
Properties For Sale .....	28	52	42	27	-3.6%
Days on Market (Pending Sale) .....	14	22	21	26	85.7%
Month's Supply of Inventory .....	1.6	2.5	2.3	1.5	-3.6%
Percent Under Contract .....	32.1%	34.6%	33.3%	29.6%	-7.8%
Average Median Price for Last 12 Months	\$928,479	\$986,000	\$995,333	\$975,385	5.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



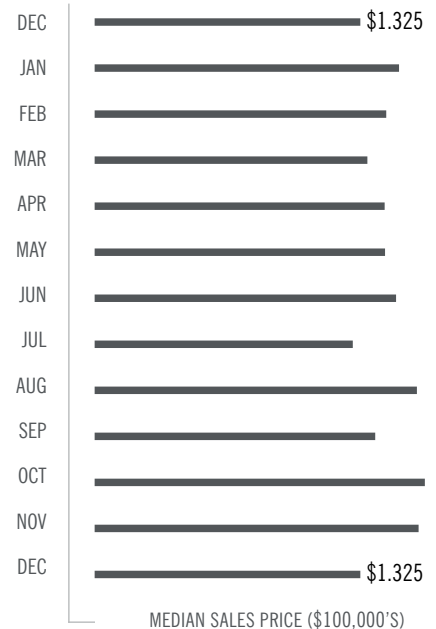
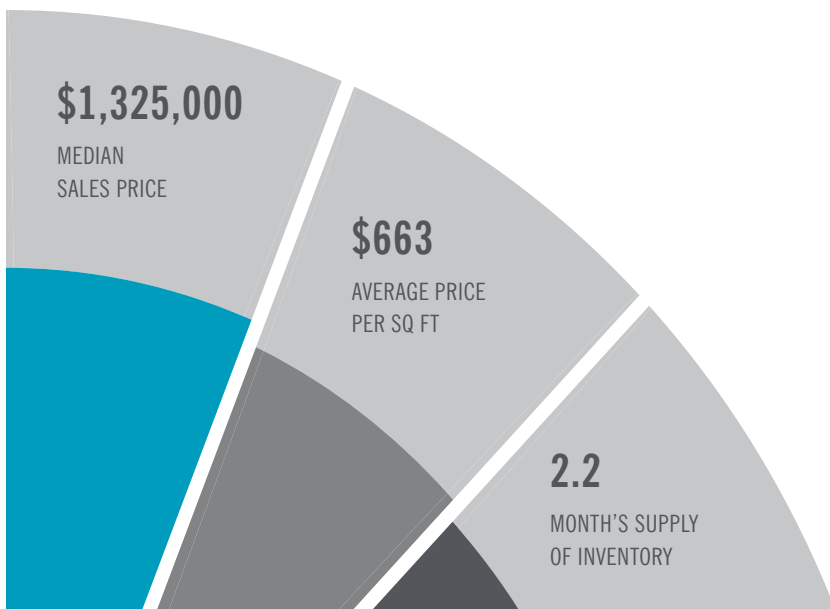
# REDONDO BEACH- SOUTH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,325,000	\$1,505,000	\$1,400,000	\$1,325,000	0.0%
Average Price per Square Foot .....	\$635	\$873	\$695	\$663	4.4%
Properties Sold .....	17	21	19	16	-5.9%
Properties Pending Sale .....	9	22	15	9	0.0%
Properties For Sale .....	31	68	56	35	12.9%
Days on Market (Pending Sale) .....	46	44	28	56	21.7%
Month's Supply of Inventory .....	1.8	3.2	2.9	2.2	20.0%
Percent Under Contract .....	29.0%	32.4%	26.8%	25.7%	-11.4%
Average Median Price for Last 12 Months	\$1,339,956	\$1,481,750	\$1,531,167	\$1,457,962	8.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





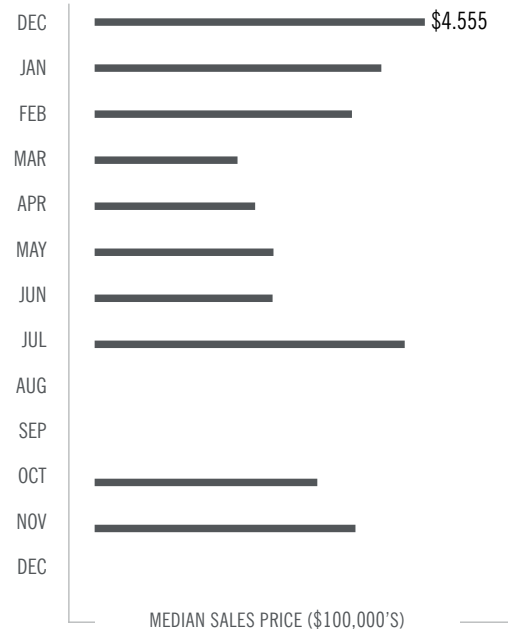
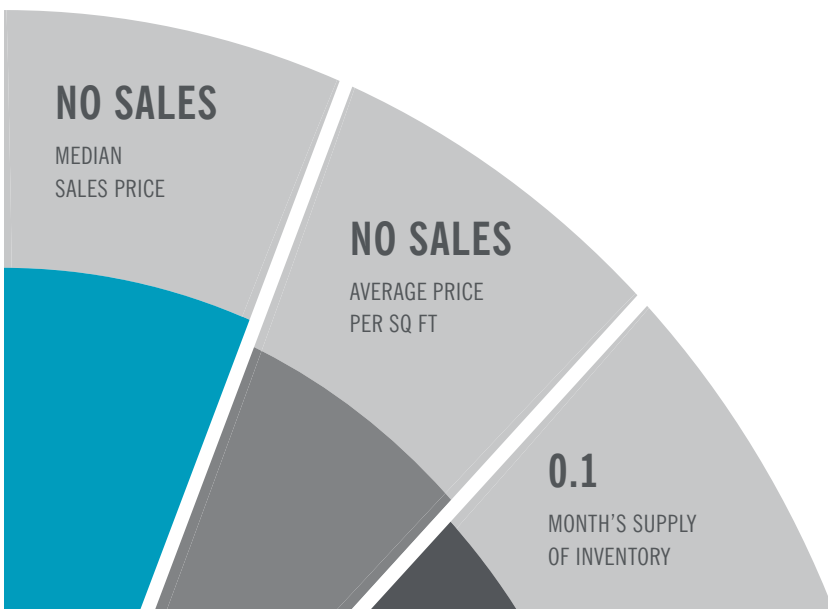
# ROLLING HILLS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$4,555,000	\$2,437,500	\$0	\$0	-100.0%
Average Price per Square Foot .....	\$1,192	\$717	\$0	\$0	-100.0%
Properties Sold .....	2	4	0	239	11850.0%
Properties Pending Sale .....	1	1	5	3	200.0%
Properties For Sale .....	27	30	33	30	11.1%
Days on Market (Pending Sale) .....	27	74	104	0	-100.0%
Month's Supply of Inventory .....	13.5	7.5	n/a	0.1	-99.1%
Percent Under Contract .....	3.7%	3.3%	15.2%	10.0%	170.0%
Average Median Price for Last 12 Months	\$2,172,054	\$3,641,500	\$3,324,750	\$3,200,325	47.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

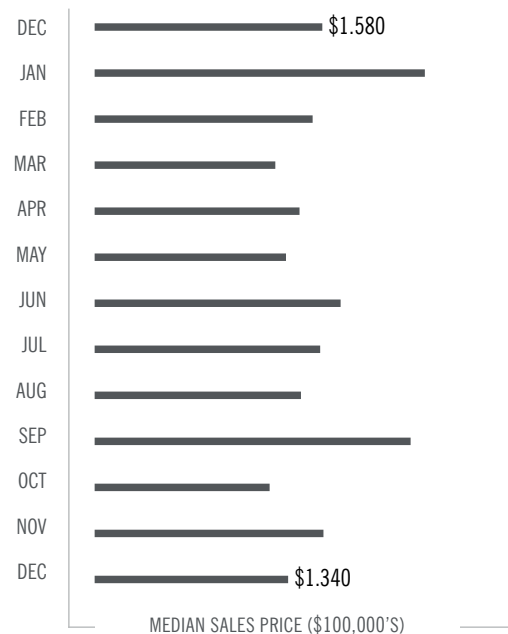
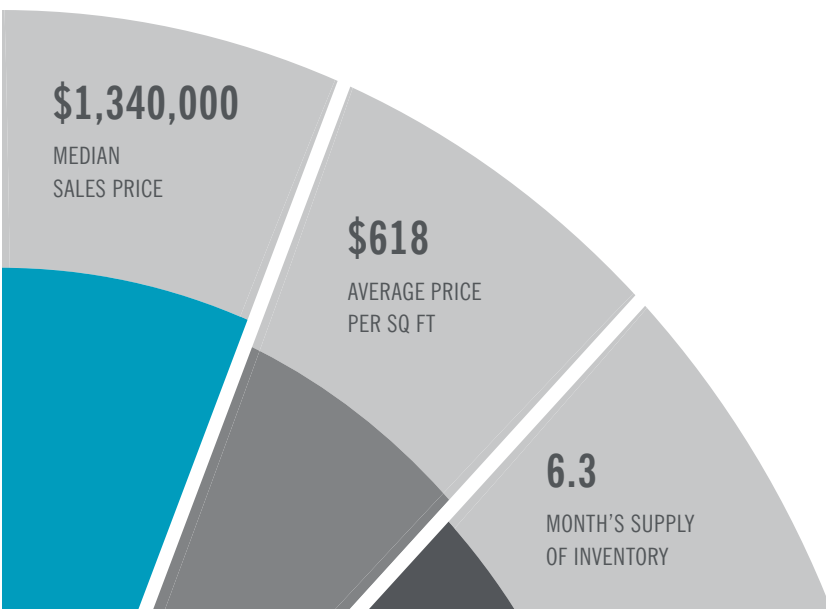


# ROLLING HILLS ESTATES

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,580,000	\$1,708,500	\$2,200,000	\$1,340,000	-15.2%
Average Price per Square Foot .....	\$554	\$622	\$557	\$618	11.6%
Properties Sold .....	7	8	6	3	-57.1%
Properties Pending Sale .....	4	11	6	3	-25.0%
Properties For Sale .....	23	44	36	19	-17.4%
Days on Market (Pending Sale) .....	75	50	64	66	-12.0%
Month's Supply of Inventory .....	3.3	5.5	6	6.3	92.8%
Percent Under Contract .....	17.4%	25.0%	16.7%	15.8%	-9.2%
Average Median Price for Last 12 Months	\$1,586,834	\$1,555,500	\$1,379,333	\$1,571,423	-1.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



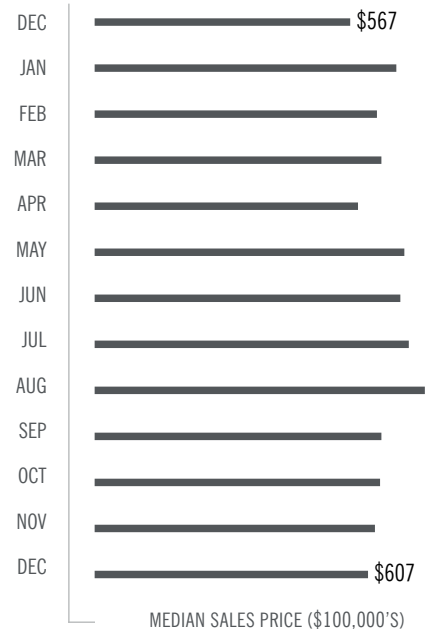
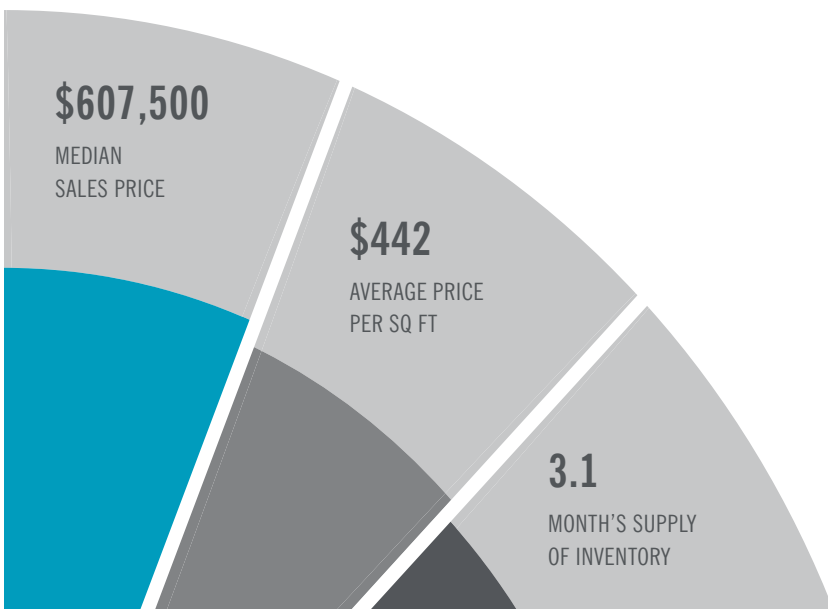
# SAN PEDRO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$567,500	\$680,000	\$637,500	\$607,500	7.0%
Average Price per Square Foot .....	\$357	\$415	\$384	\$442	23.8%
Properties Sold .....	26	33	46	26	0.0%
Properties Pending Sale .....	18	51	35	14	-22.2%
Properties For Sale .....	105	146	126	81	-22.9%
Days on Market (Pending Sale) .....	53	41	36	56	5.7%
Month's Supply of Inventory .....	4	4.4	2.7	3.1	-22.9%
Percent Under Contract .....	17.1%	34.9%	27.8%	17.3%	0.8%
Average Median Price for Last 12 Months	\$604,585	\$656,083	\$621,667	\$645,692	6.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



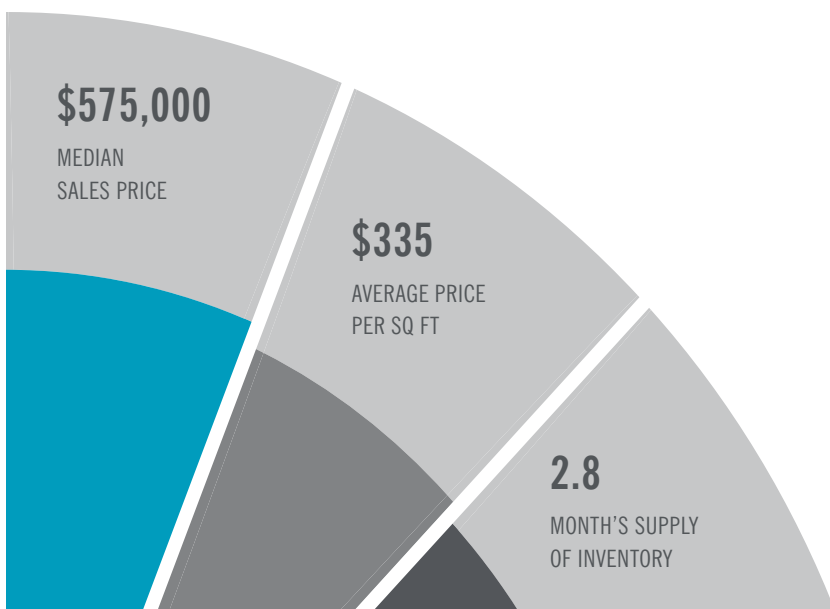
# TORRANCE- COUNTY STRIP

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$538,000	\$540,500	\$503,500	\$575,000	6.9%
Average Price per Square Foot .....	\$311	\$366	\$393	\$335	7.7%
Properties Sold .....	5	6	6	4	-20.0%
Properties Pending Sale .....	9	5	4	2	-77.8%
Properties For Sale .....	22	18	15	11	-50.0%
Days on Market (Pending Sale) .....	34	32	53	13	-61.8%
Month's Supply of Inventory .....	4.4	3	2.5	2.8	-37.5%
Percent Under Contract .....	40.9%	27.8%	26.7%	18.2%	-55.6%
Average Median Price for Last 12 Months	\$505,658	\$550,417	\$564,000	\$532,173	5.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



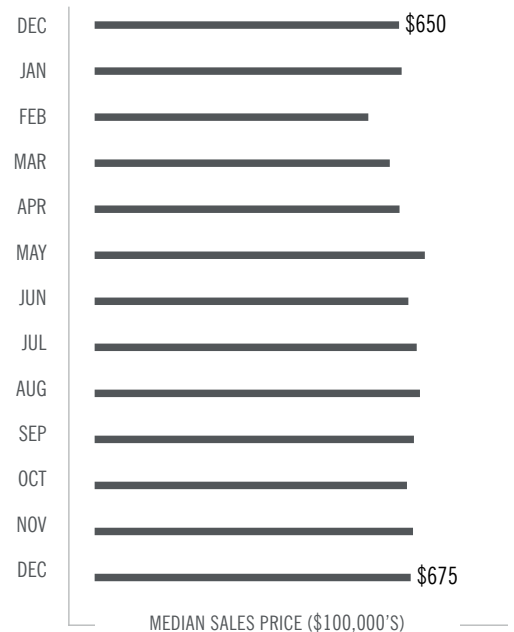
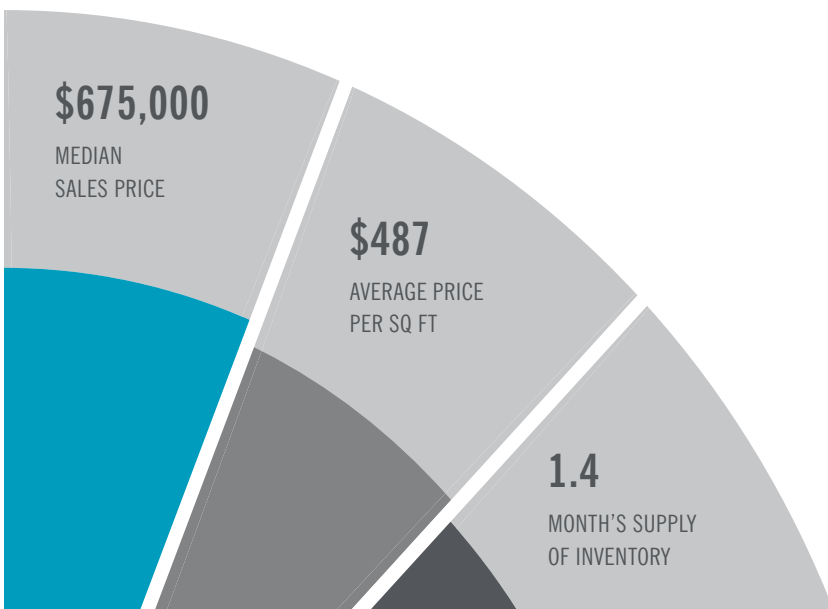
# TORRANCE- NORTH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$650,000	\$670,000	\$682,000	\$675,000	3.8%
Average Price per Square Foot .....	\$433	\$462	\$499	\$487	12.5%
Properties Sold .....	21	21	20	19	-9.5%
Properties Pending Sale .....	13	18	21	12	-7.7%
Properties For Sale .....	27	37	41	26	-3.7%
Days on Market (Pending Sale) .....	21	15	24	30	42.9%
Month's Supply of Inventory .....	1.3	1.8	2	1.4	6.4%
Percent Under Contract .....	48.1%	48.6%	51.2%	46.2%	-4.1%
Average Median Price for Last 12 Months	\$623,083	\$681,167	\$674,000	\$664,058	6.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



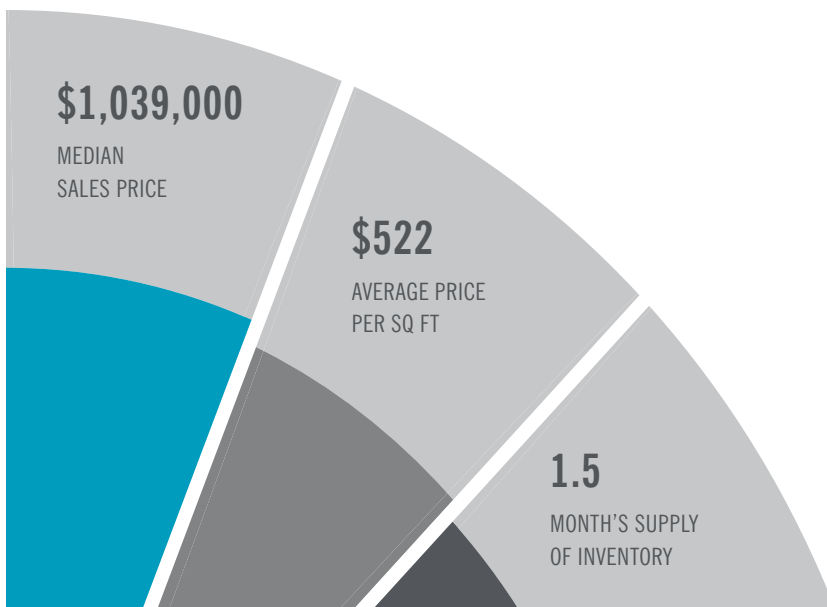
# TORRANCE- SOUTH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$928,880	\$990,000	\$1,030,000	\$1,039,000	11.9%
Average Price per Square Foot .....	\$452	\$500	\$522	\$522	15.5%
Properties Sold .....	17	30	27	19	11.8%
Properties Pending Sale .....	12	16	26	6	-50.0%
Properties For Sale .....	36	60	69	29	-19.4%
Days on Market (Pending Sale) .....	39	14	32	17	-56.4%
Month's Supply of Inventory .....	2.1	2	2.6	1.5	-27.9%
Percent Under Contract .....	33.3%	26.7%	37.7%	20.7%	-37.9%
Average Median Price for Last 12 Months	\$866,312	\$961,000	\$935,333	\$950,991	9.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



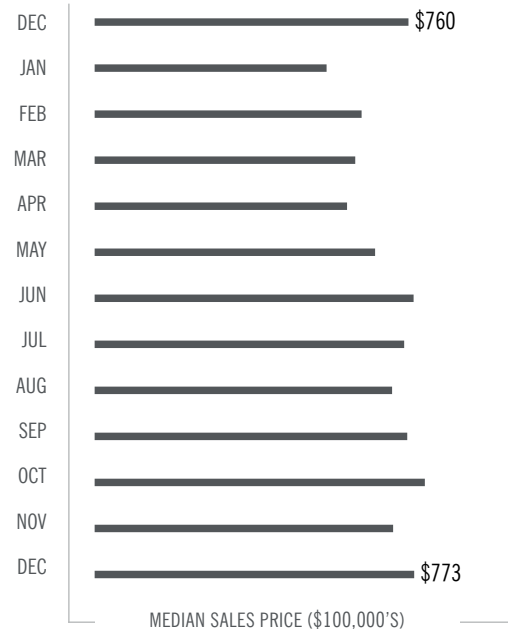
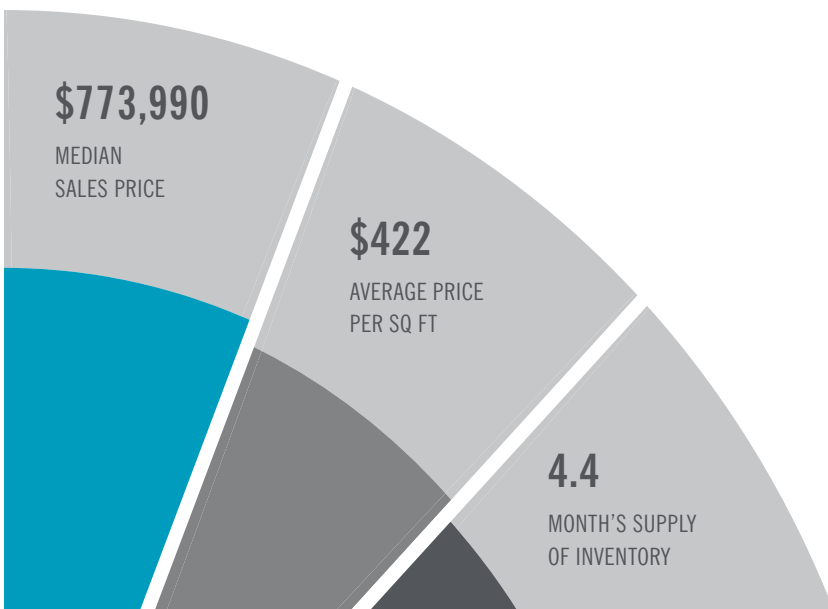
# TORRANCE- SOUTHEAST

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$760,000	\$772,500	\$757,000	\$773,990	1.8%
Average Price per Square Foot .....	\$386	\$423	\$428	\$422	9.3%
Properties Sold .....	4	24	12	7	75.0%
Properties Pending Sale .....	6	18	13	6	0.0%
Properties For Sale .....	18	44	38	31	72.2%
Days on Market (Pending Sale) .....	84	23	34	21	-75.0%
Month's Supply of Inventory .....	4.5	1.8	3.2	4.4	-1.6%
Percent Under Contract .....	33.3%	40.9%	34.2%	19.4%	-41.9%
Average Median Price for Last 12 Months	\$648,479	\$753,832	\$765,497	\$706,115	8.9%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



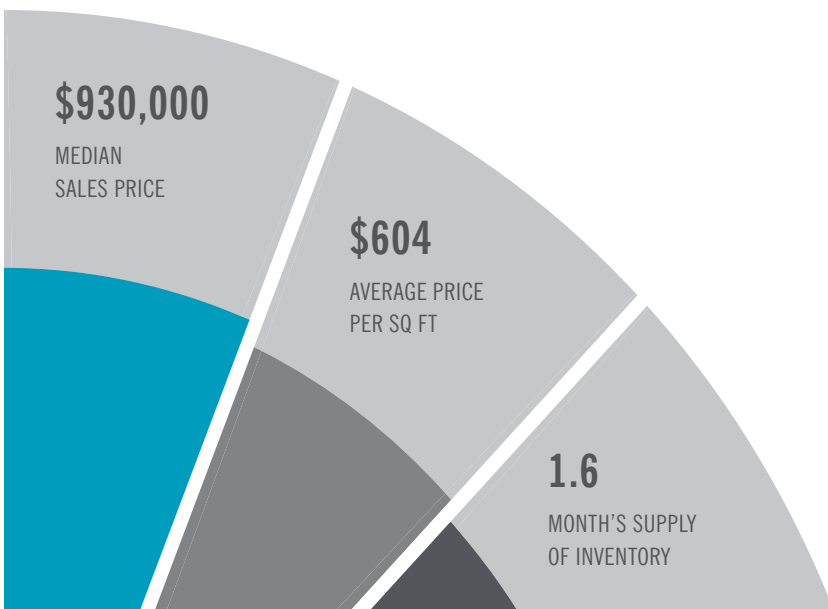
# TORRANCE- WEST

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$800,000	\$915,000	\$892,500	\$930,000	16.2%
Average Price per Square Foot .....	\$470	\$521	\$544	\$604	28.5%
Properties Sold .....	15	21	16	13	-13.3%
Properties Pending Sale .....	9	18	14	7	-22.2%
Properties For Sale .....	18	33	31	21	16.7%
Days on Market (Pending Sale) .....	21	22	23	12	-42.9%
Month's Supply of Inventory .....	1.2	1.6	1.9	1.6	34.6%
Percent Under Contract .....	50.0%	54.5%	45.2%	33.3%	-33.3%
Average Median Price for Last 12 Months	\$818,375	\$902,083	\$898,333	\$882,135	7.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



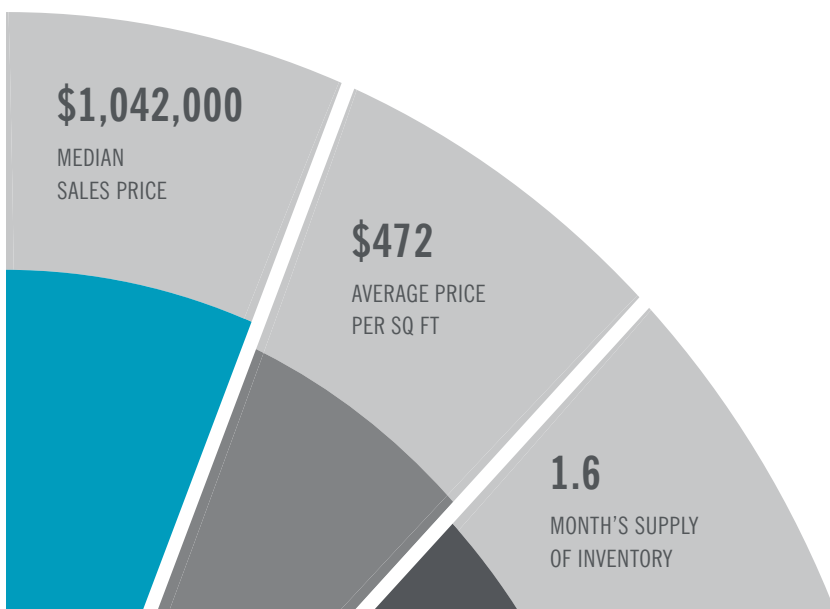


# SAN FERNANDO VALLEY MACRO MARKET

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$912,125	\$1,059,176	\$983,706	\$1,042,000	14.2%
Average Price per Square Foot .....	\$437	\$478	\$465	\$472	8.2%
Properties Sold .....	25	34	32	26	3.2%
Properties Pending Sale .....	23	36	32	22	-2.3%
Properties For Sale .....	53	74	70	42	-21.7%
Days on Market (Pending Sale) .....	66	51	59	55	-16.8%
Month's Supply of Inventory .....	2.1	2.2	2.2	1.6	-24.1%
Percent Under Contract .....	42.8%	48.8%	45.5%	53.5%	24.8%
Average Median Price for Last 12 Months	\$892,375	\$994,020	\$1,003,314	\$956,315	7.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



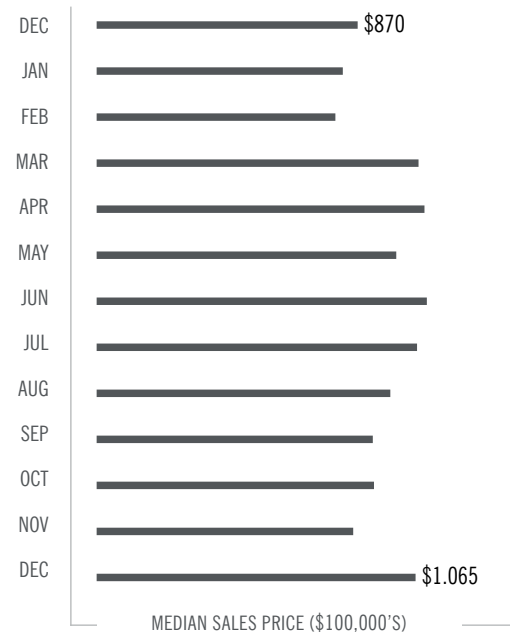
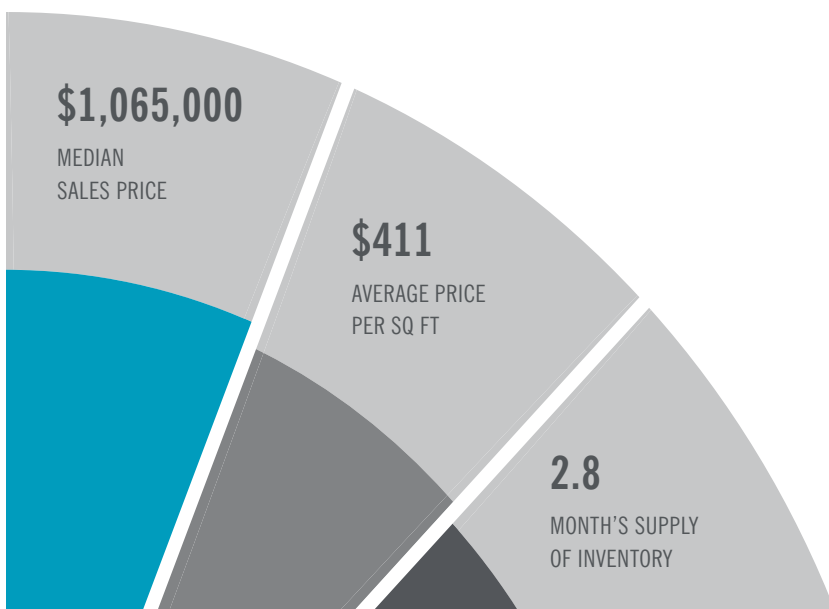
# AGOURA HILLS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$870,000	\$1,103,000	\$921,000	\$1,065,000	22.4%
Average Price per Square Foot .....	\$361	\$391	\$386	\$411	13.9%
Properties Sold .....	15	26	26	17	13.3%
Properties Pending Sale .....	12	24	23	15	25.0%
Properties For Sale .....	39	60	67	48	23.1%
Days on Market (Pending Sale) .....	76	68	64	65	-14.5%
Month's Supply of Inventory .....	2.6	2.3	2.6	2.8	8.6%
Percent Under Contract .....	30.8%	40.0%	34.3%	31.2%	1.6%
Average Median Price for Last 12 Months	\$866,833	\$969,333	\$948,333	\$967,231	11.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

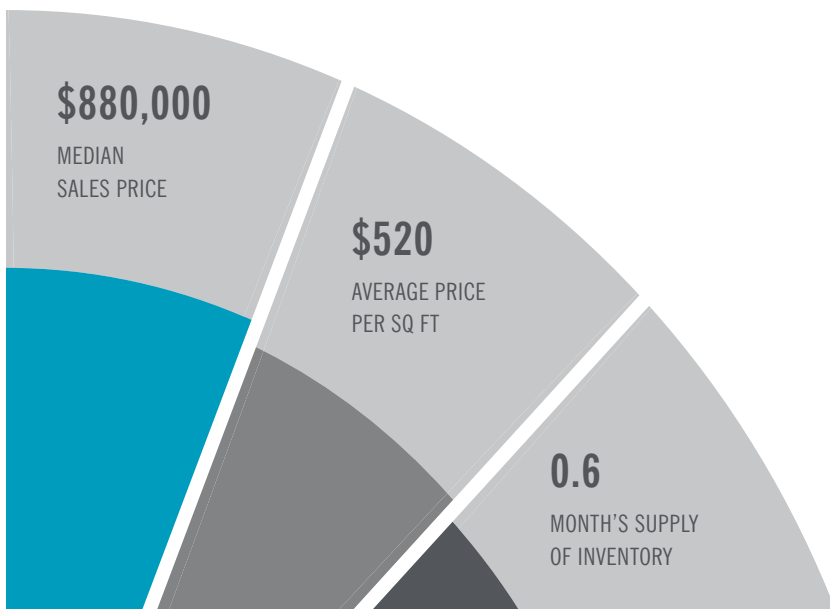


# BURBANK

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$735,000	\$813,000	\$818,000	\$880,000	19.7%
Average Price per Square Foot .....	\$492	\$525	\$518	\$520	5.7%
Properties Sold .....	47	54	46	45	-4.3%
Properties Pending Sale .....	50	65	51	36	-28.0%
Properties For Sale .....	64	83	81	25	-60.9%
Days on Market (Pending Sale) .....	57	30	42	39	-31.6%
Month's Supply of Inventory .....	1.4	1.5	1.8	0.6	-59.2%
Percent Under Contract .....	78.1%	78.3%	63.0%	144.0%	84.3%
Average Median Price for Last 12 Months	\$741,833	\$806,333	\$825,333	\$786,538	6.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



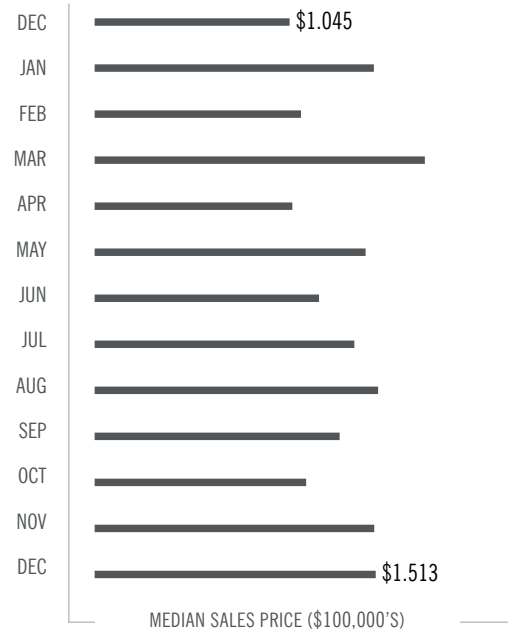
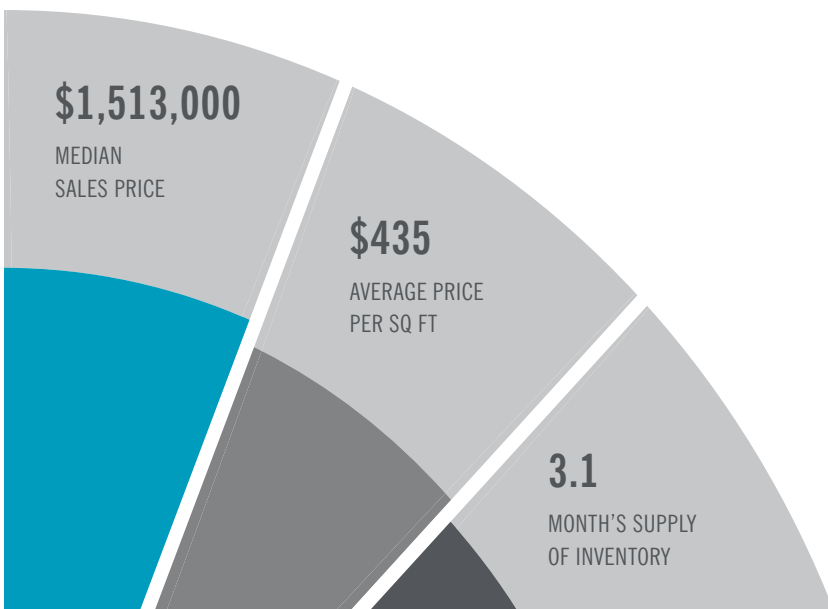
# CALABASAS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,045,000	\$1,205,000	\$1,317,000	\$1,513,000	44.8%
Average Price per Square Foot .....	\$429	\$510	\$446	\$435	1.4%
Properties Sold .....	24	26	25	16	-33.3%
Properties Pending Sale .....	12	33	22	9	-25.0%
Properties For Sale .....	71	101	97	49	-31.0%
Days on Market (Pending Sale) .....	76	67	68	108	42.1%
Month's Supply of Inventory .....	3	3.9	3.9	3.1	3.5%
Percent Under Contract .....	16.9%	32.7%	22.7%	18.4%	8.7%
Average Median Price for Last 12 Months	\$1,472,833	\$1,398,833	\$1,384,333	\$1,350,077	-8.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



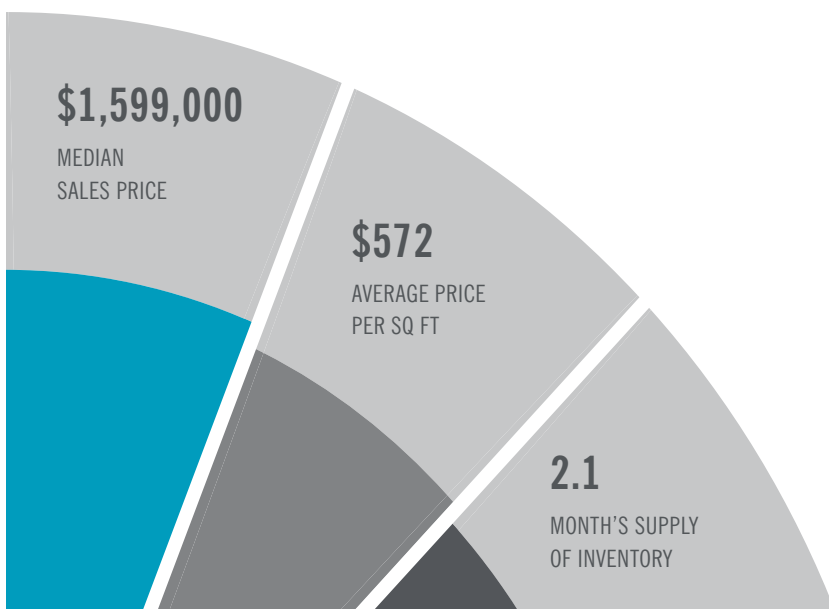
# ENCINO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,391,000	\$1,400,000	\$1,608,000	\$1,599,000	15.0%
Average Price per Square Foot .....	\$492	\$495	\$511	\$572	16.3%
Properties Sold .....	36	51	34	31	-13.9%
Properties Pending Sale .....	34	56	42	33	-2.9%
Properties For Sale .....	89	112	108	65	-27.0%
Days on Market (Pending Sale) .....	73	63	66	52	-28.8%
Month's Supply of Inventory .....	2.5	2.2	3.2	2.1	-15.2%
Percent Under Contract .....	38.2%	50.0%	38.9%	50.8%	32.9%
Average Median Price for Last 12 Months	\$1,218,333	\$1,375,667	\$1,382,667	\$1,336,000	9.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



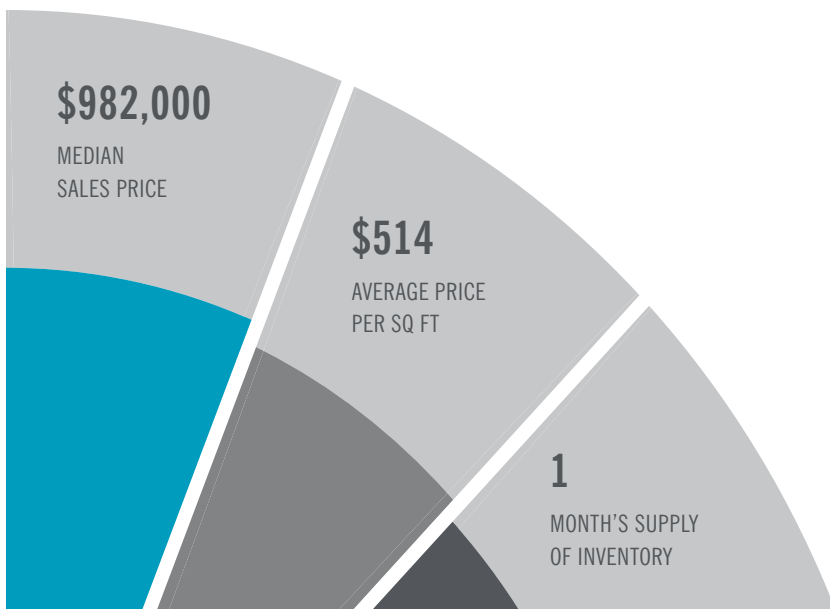
# GLENDALE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$882,000	\$972,000	\$887,000	\$982,000	11.3%
Average Price per Square Foot .....	\$479	\$457	\$510	\$514	7.3%
Properties Sold .....	59	52	78	52	-11.9%
Properties Pending Sale .....	46	60	77	53	15.2%
Properties For Sale .....	58	103	97	68	17.2%
Days on Market (Pending Sale) .....	50	47	51	33	-34.0%
Month's Supply of Inventory .....	1.1	1.9	1.9	1	-8.7%
Percent Under Contract .....	71.4%	61.2%	58.4%	79.3%	11.0%
Average Median Price for Last 12 Months	\$844,917	\$927,667	\$939,333	\$910,333	7.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



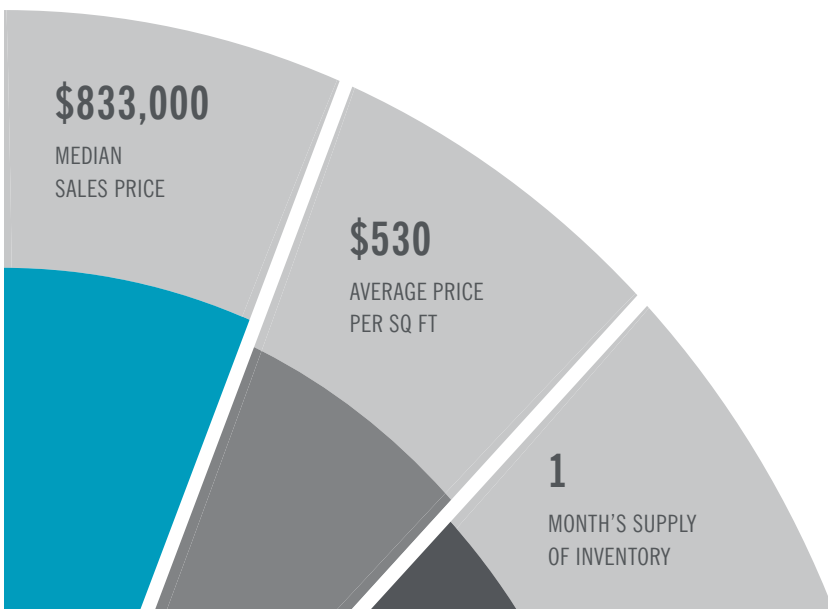
# LA CRESCENTA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$738,000	\$740,000	\$877,000	\$833,000	12.9%
Average Price per Square Foot .....	\$512	\$517	\$494	\$530	3.5%
Properties Sold .....	12	21	23	14	16.7%
Properties Pending Sale .....	17	16	22	17	0.0%
Properties For Sale .....	12	31	22	14	16.7%
Days on Market (Pending Sale) .....	45	52	47	44	-2.2%
Month's Supply of Inventory .....	1	1.5	1	1	0.0%
Percent Under Contract .....	141.7%	51.6%	100.0%	121.4%	-14.3%
Average Median Price for Last 12 Months	\$791,417	\$856,833	\$825,333	\$837,231	5.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



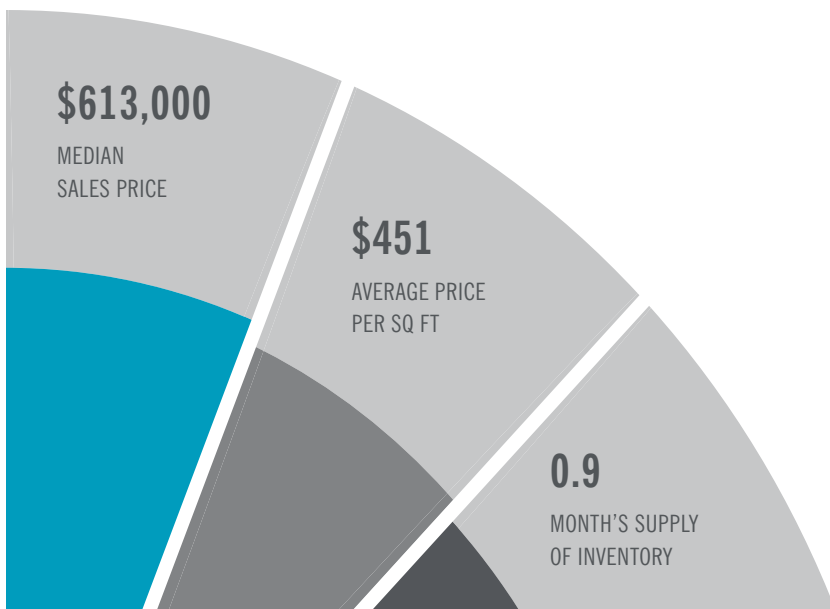
# NORTH HOLLYWOOD

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$590,000	\$593,000	\$605,000	\$613,000	3.9%
Average Price per Square Foot .....	\$397	\$445	\$460	\$451	13.6%
Properties Sold .....	33	46	38	34	3.0%
Properties Pending Sale .....	27	30	23	25	-7.4%
Properties For Sale .....	50	52	65	32	-36.0%
Days on Market (Pending Sale) .....	42	47	46	32	-23.8%
Month's Supply of Inventory .....	1.5	1.1	1.7	0.9	-37.9%
Percent Under Contract .....	54.0%	57.7%	35.4%	78.1%	44.7%
Average Median Price for Last 12 Months	\$523,583	\$597,000	\$597,667	\$578,538	10.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





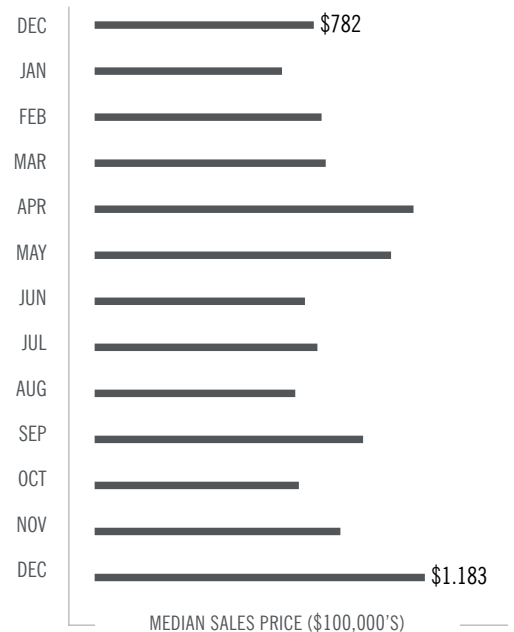
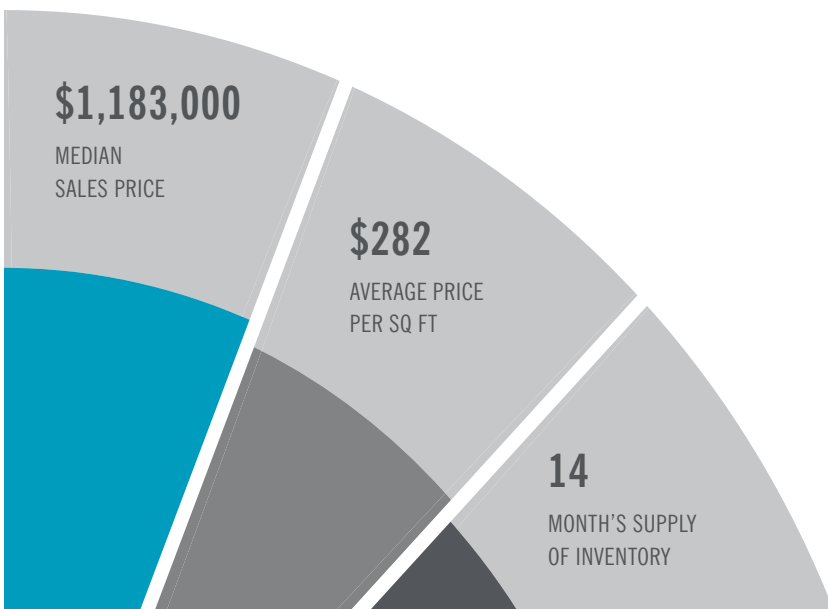
# SHADOW HILLS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$782,000	\$750,000	\$960,000	\$1,183,000	51.3%
Average Price per Square Foot .....	\$344	\$357	\$282	\$282	-18.0%
Properties Sold .....	6	3	3	1	-83.3%
Properties Pending Sale .....	7	1	4	0	-100.0%
Properties For Sale .....	10	10	8	14	40.0%
Days on Market (Pending Sale) .....	94	29	100	24	-74.5%
Month's Supply of Inventory .....	1.7	3.3	2.7	14	740.0%
Percent Under Contract .....	70.0%	10.0%	50.0%	0.0%	-100.0%
Average Median Price for Last 12 Months	\$761,250	\$876,500	\$929,667	\$868,923	14.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



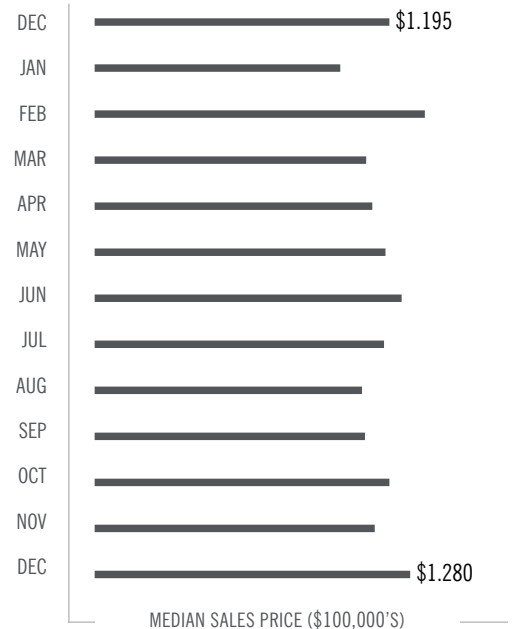
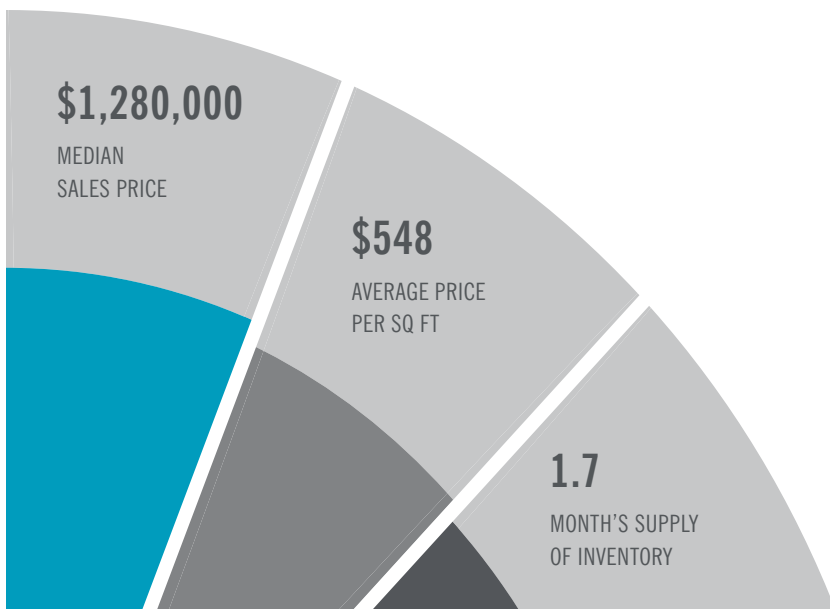
# SHERMAN OAKS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,195,000	\$1,245,000	\$1,095,000	\$1,280,000	7.1%
Average Price per Square Foot .....	\$503	\$548	\$516	\$548	8.9%
Properties Sold .....	43	72	60	39	-9.3%
Properties Pending Sale .....	48	61	54	33	-31.2%
Properties For Sale .....	105	152	133	67	-36.2%
Days on Market (Pending Sale) .....	69	53	61	63	-8.7%
Month's Supply of Inventory .....	2.4	2.1	2.2	1.7	-29.6%
Percent Under Contract .....	45.7%	40.1%	40.6%	49.3%	7.7%
Average Median Price for Last 12 Months	\$1,144,667	\$1,160,167	\$1,203,333	\$1,164,538	1.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



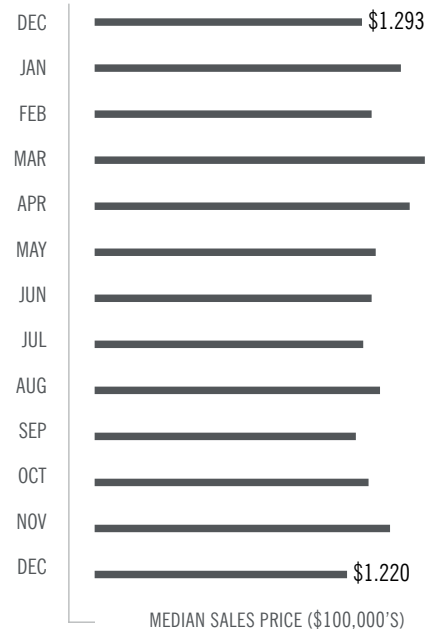
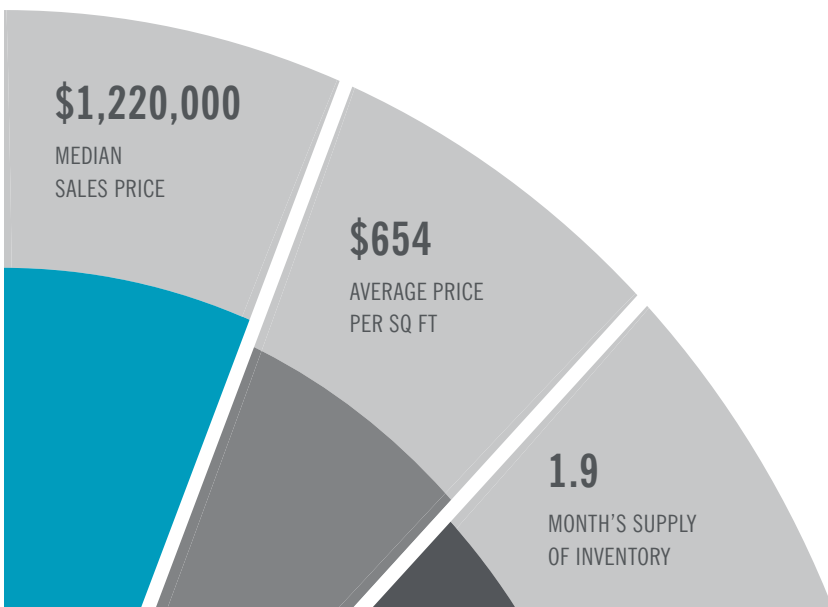
# STUDIO CITY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,293,000	\$1,340,000	\$1,263,000	\$1,220,000	-5.6%
Average Price per Square Foot .....	\$597	\$691	\$575	\$654	9.5%
Properties Sold .....	24	31	28	29	20.8%
Properties Pending Sale .....	20	36	39	19	-5.0%
Properties For Sale .....	51	84	77	54	5.9%
Days on Market (Pending Sale) .....	75	52	61	65	-13.3%
Month's Supply of Inventory .....	2.1	2.7	2.8	1.9	-12.4%
Percent Under Contract .....	39.2%	42.9%	50.6%	35.2%	-10.3%
Average Median Price for Last 12 Months	\$1,402,833	\$1,319,667	\$1,325,000	\$1,373,846	-2.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

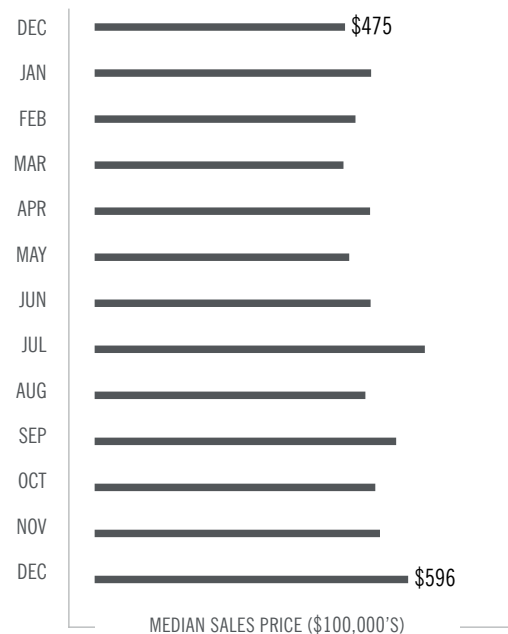
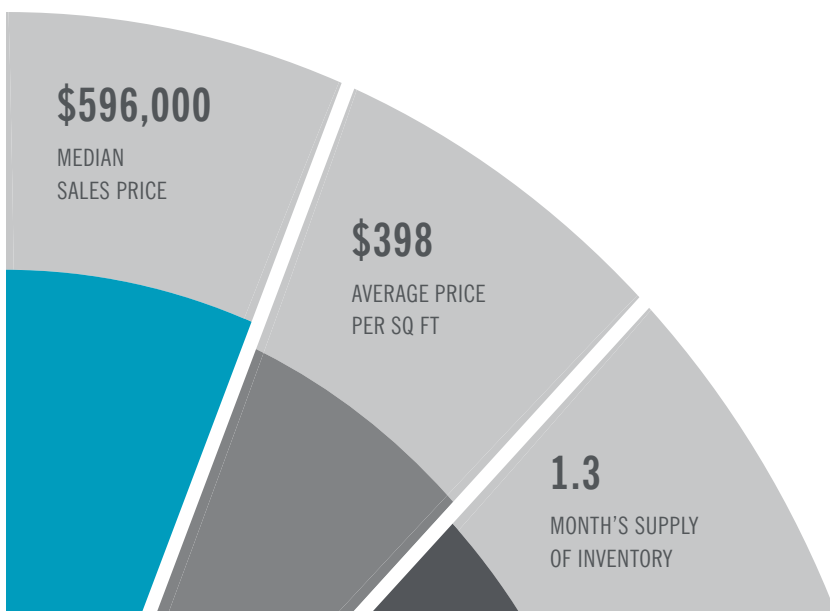


# SUN VALLEY

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$475,000	\$524,000	\$573,000	\$596,000	25.5%
Average Price per Square Foot .....	\$336	\$343	\$450	\$398	18.5%
Properties Sold .....	19	14	22	15	-21.1%
Properties Pending Sale .....	16	22	21	17	6.2%
Properties For Sale .....	21	21	23	19	-9.5%
Days on Market (Pending Sale) .....	60	56	46	40	-33.3%
Month's Supply of Inventory .....	1.1	1.5	1	1.3	14.6%
Percent Under Contract .....	76.2%	104.8%	91.3%	89.5%	17.4%
Average Median Price for Last 12 Months	\$480,583	\$564,333	\$557,000	\$529,462	10.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



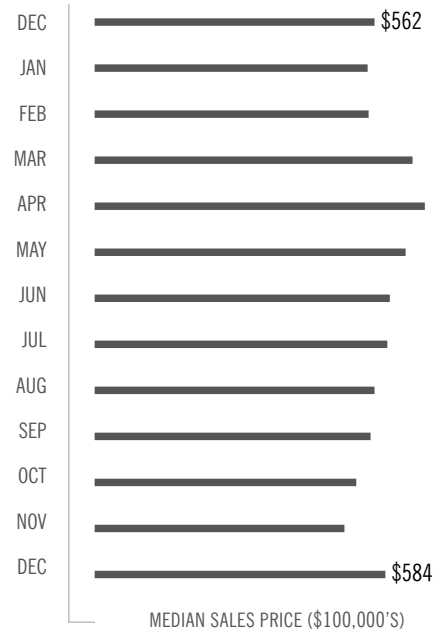
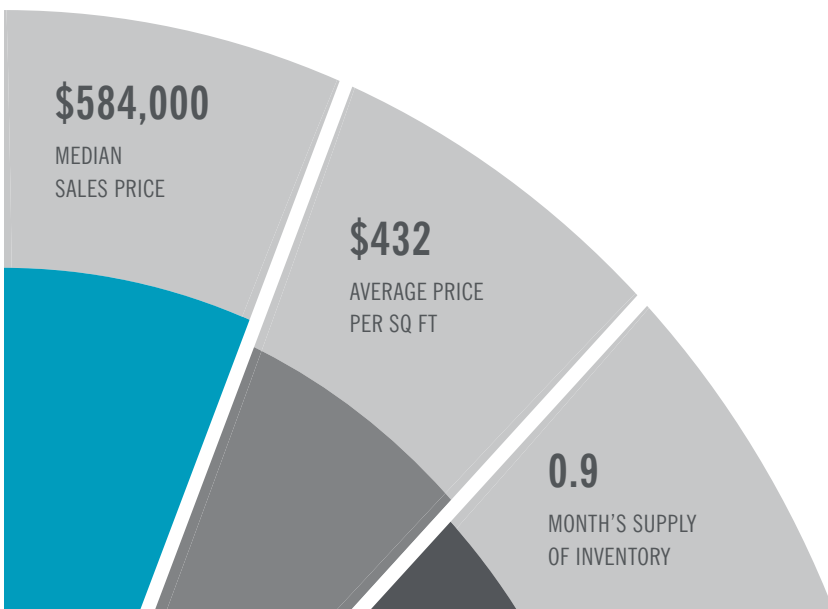
# SUNLAND/TUJUNGA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$562,000	\$593,000	\$554,000	\$584,000	3.9%
Average Price per Square Foot .....	\$380	\$421	\$391	\$432	13.7%
Properties Sold .....	26	26	16	14	-46.2%
Properties Pending Sale .....	23	18	16	16	-30.4%
Properties For Sale .....	42	22	28	12	-71.4%
Days on Market (Pending Sale) .....	55	30	44	27	-50.9%
Month's Supply of Inventory .....	1.6	0.8	1.8	0.9	-46.9%
Percent Under Contract .....	54.8%	81.8%	57.1%	133.3%	143.5%
Average Median Price for Last 12 Months	\$548,083	\$552,333	\$536,667	\$576,538	5.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



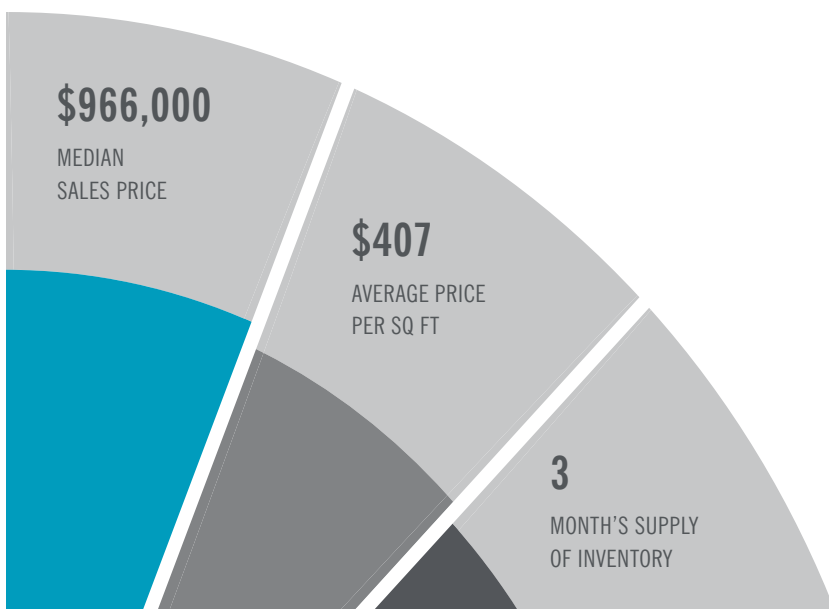
# TARZANA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,083,000	\$927,000	\$1,175,000	\$966,000	-10.8%
Average Price per Square Foot .....	\$399	\$422	\$403	\$407	2.0%
Properties Sold .....	22	28	31	21	-4.5%
Properties Pending Sale .....	25	43	27	16	-36.0%
Properties For Sale .....	60	86	85	62	3.3%
Days on Market (Pending Sale) .....	66	68	60	63	-4.5%
Month's Supply of Inventory .....	2.7	3.1	2.7	3	8.3%
Percent Under Contract .....	41.7%	50.0%	31.8%	25.8%	-38.1%
Average Median Price for Last 12 Months	\$1,007,333	\$1,072,833	\$1,043,667	\$1,055,846	4.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



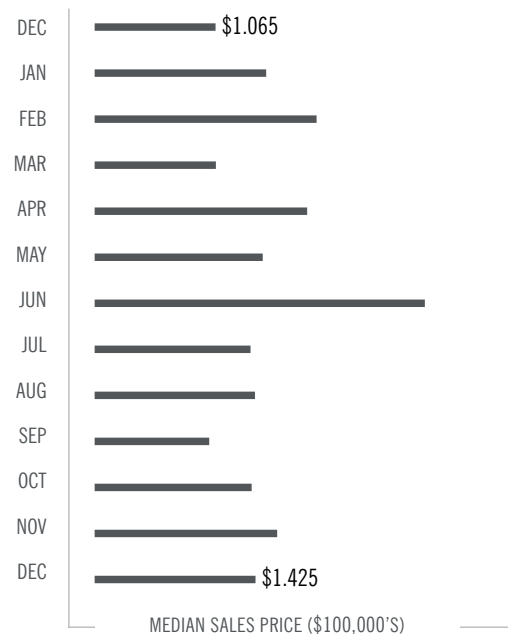
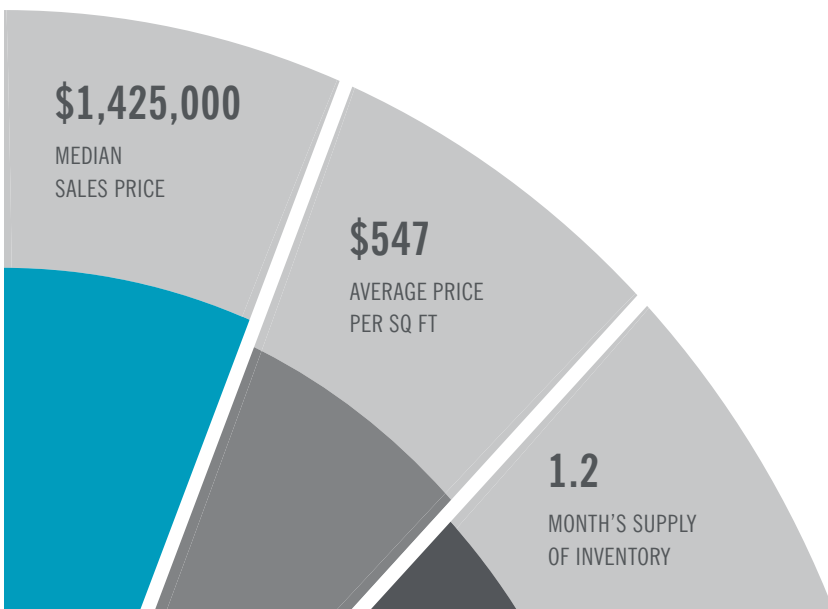
# TOLUCA LAKE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,065,000	\$2,950,000	\$1,008,000	\$1,425,000	33.8%
Average Price per Square Foot .....	\$495	\$648	\$557	\$547	10.5%
Properties Sold .....	2	5	4	9	350.0%
Properties Pending Sale .....	3	7	5	5	66.7%
Properties For Sale .....	14	16	15	11	-21.4%
Days on Market (Pending Sale) .....	67	46	83	89	32.8%
Month's Supply of Inventory .....	7	3.2	3.8	1.2	-82.5%
Percent Under Contract .....	21.4%	43.8%	33.3%	45.5%	112.1%
Average Median Price for Last 12 Months	\$1,380,083	\$1,373,833	\$1,478,333	\$1,554,000	12.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



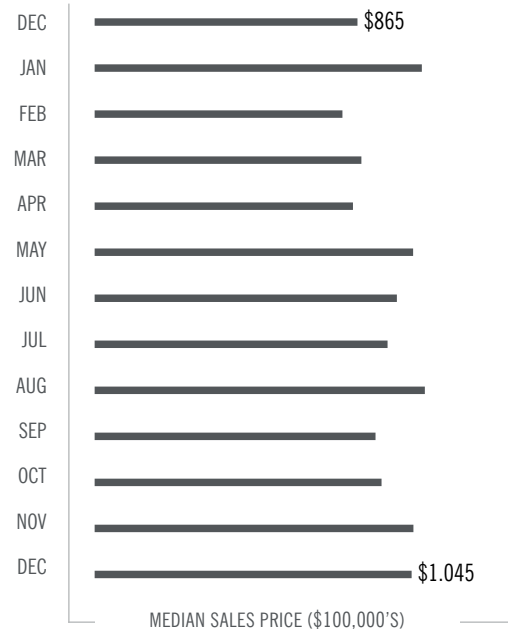
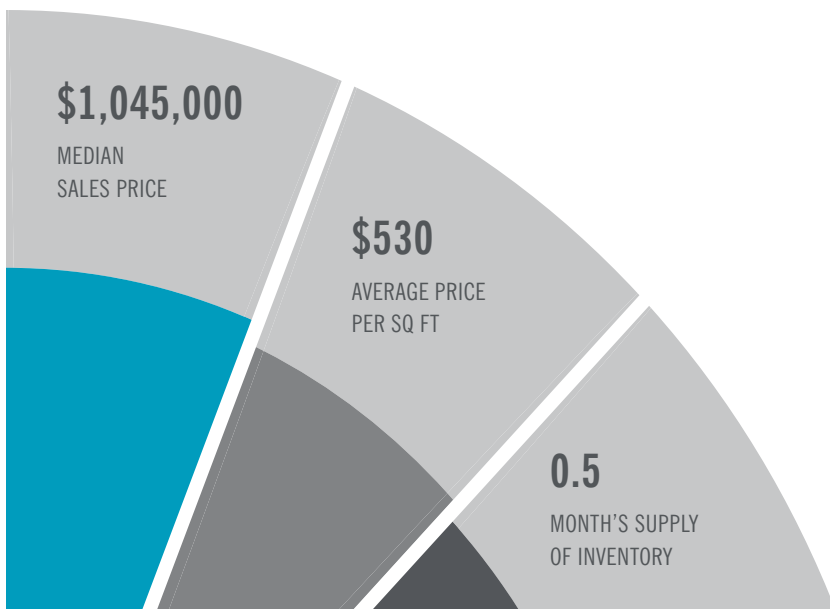
# VALLEY VILLAGE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$865,000	\$996,000	\$925,000	\$1,045,000	20.8%
Average Price per Square Foot .....	\$479	\$508	\$576	\$530	10.6%
Properties Sold .....	23	14	13	15	-34.8%
Properties Pending Sale .....	9	24	19	10	11.1%
Properties For Sale .....	28	38	26	7	-75.0%
Days on Market (Pending Sale) .....	42	44	38	48	14.3%
Month's Supply of Inventory .....	1.2	2.7	2	0.5	-61.7%
Percent Under Contract .....	32.1%	63.2%	73.1%	142.9%	344.4%
Average Median Price for Last 12 Months	\$881,750	\$1,003,333	\$1,013,667	\$965,615	9.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



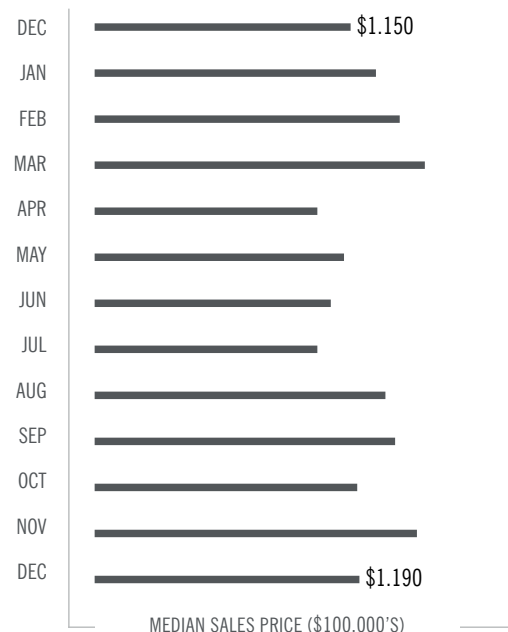
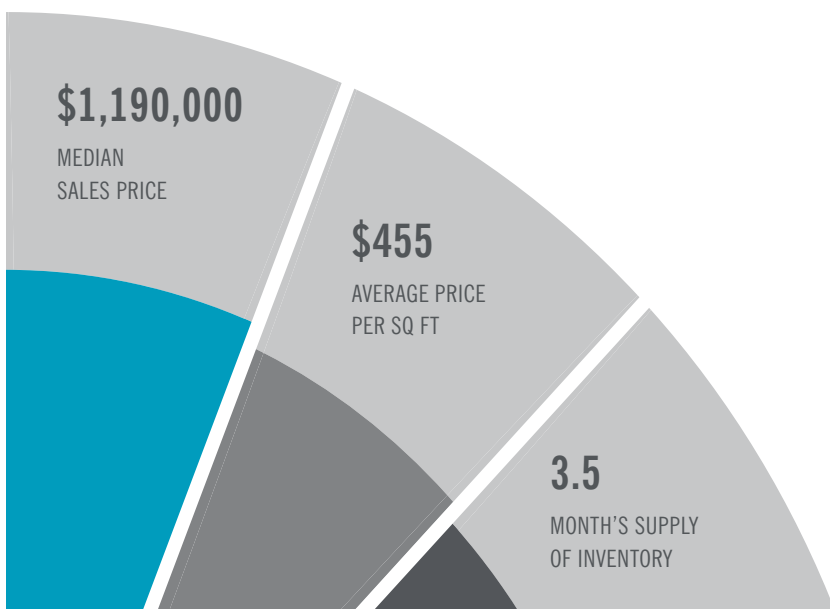


# WESTLAKE VILLAGE

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,150,000	\$1,060,000	\$1,352,000	\$1,190,000	3.5%
Average Price per Square Foot .....	\$408	\$448	\$456	\$455	11.5%
Properties Sold .....	17	31	33	23	35.3%
Properties Pending Sale .....	20	31	31	23	15.0%
Properties For Sale .....	90	117	97	80	-11.1%
Days on Market (Pending Sale) .....	98	61	82	68	-30.6%
Month's Supply of Inventory .....	5.3	3.8	2.9	3.5	-34.3%
Percent Under Contract .....	22.2%	26.5%	32.0%	28.7%	29.4%
Average Median Price for Last 12 Months	\$1,185,000	\$1,246,667	\$1,273,667	\$1,225,692	3.4%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



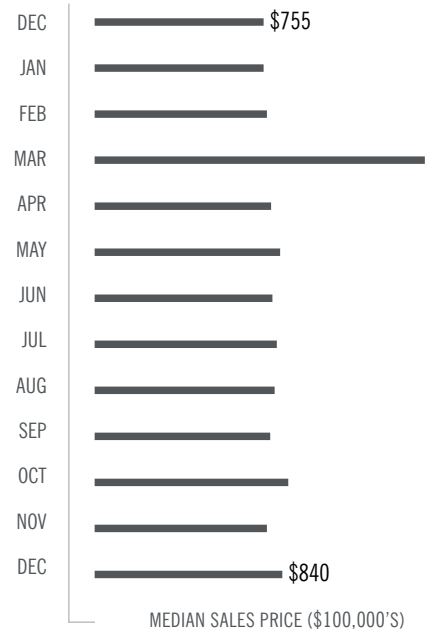
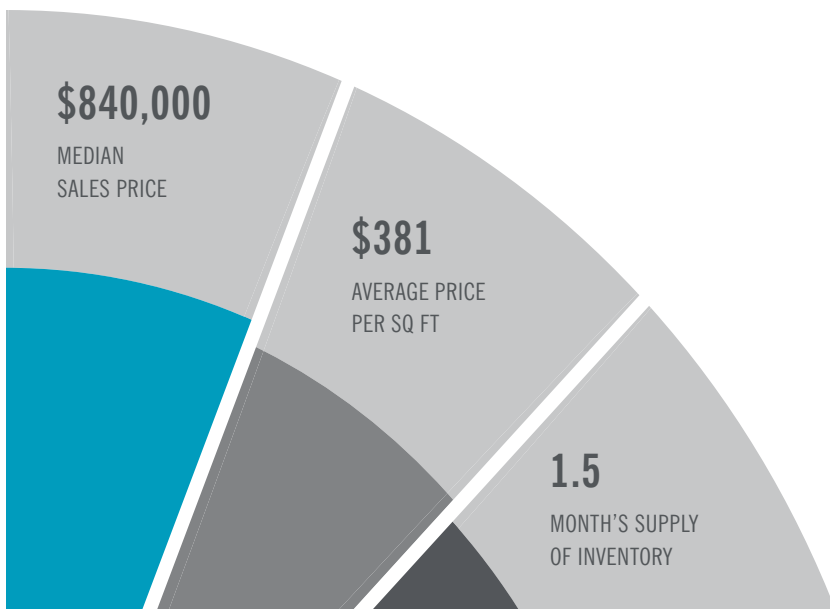
# WOODLAND HILLS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$755,000	\$795,000	\$785,000	\$840,000	11.3%
Average Price per Square Foot .....	\$360	\$406	\$373	\$381	5.8%
Properties Sold .....	57	72	65	63	10.5%
Properties Pending Sale .....	42	85	65	59	40.5%
Properties For Sale .....	106	167	160	92	-13.2%
Days on Market (Pending Sale) .....	68	49	47	63	-7.4%
Month's Supply of Inventory .....	1.9	2.3	2.5	1.5	-21.5%
Percent Under Contract .....	39.6%	50.9%	40.6%	64.1%	61.9%
Average Median Price for Last 12 Months	\$766,583	\$813,667	\$825,667	\$851,000	11.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



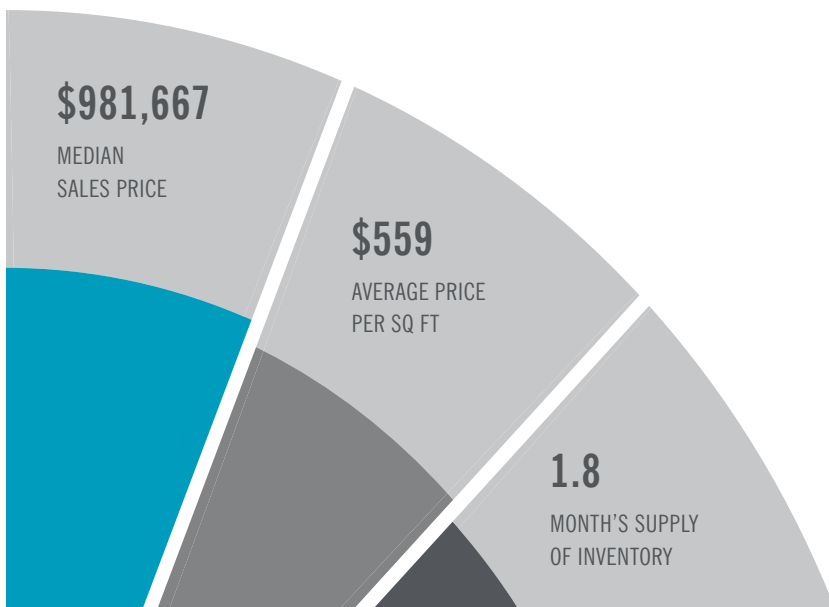
# SAN GABRIEL VALLEY MACRO MARKET

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,038,500	\$1,090,417	\$1,046,167	\$981,667	-5.5%
Average Price per Square Foot .....	\$533	\$544	\$554	\$559	5.0%
Properties Sold .....	24	31	23	24	2.1%
Properties Pending Sale .....	21	29	23	22	6.9%
Properties For Sale .....	48	61	58	43	-10.8%
Days on Market (Pending Sale) .....	53	36	38	48	-9.4%
Month's Supply of Inventory .....	2	2	2.5	1.8	-12.7%
Percent Under Contract .....	42.9%	47.1%	40.6%	51.5%	19.9%
Average Median Price for Last 12 Months	\$1,014,069	\$1,058,278	\$1,051,917	\$1,069,801	5.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



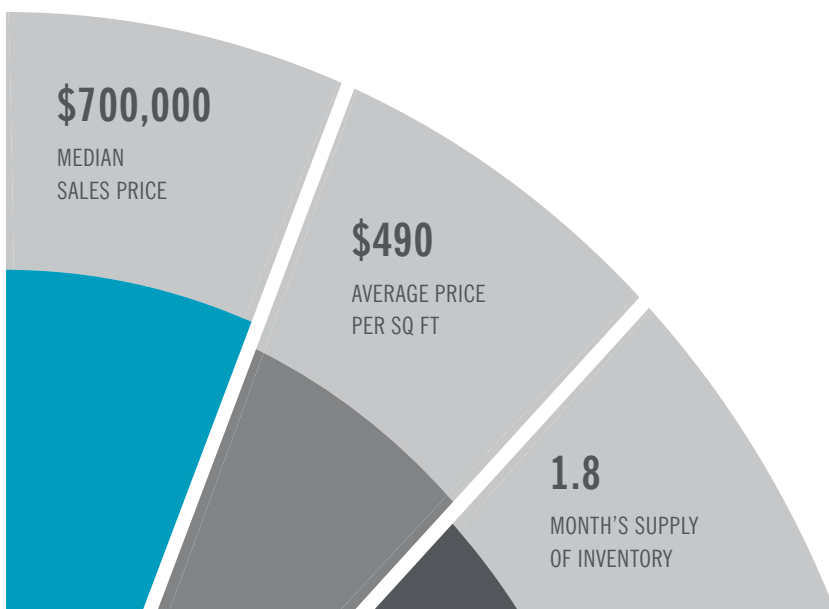
# ALHAMBRA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$673,000	\$685,000	\$674,000	\$700,000	4.0%
Average Price per Square Foot .....	\$429	\$432	\$502	\$490	14.2%
Properties Sold .....	14	27	16	13	-7.1%
Properties Pending Sale .....	15	21	20	8	-46.7%
Properties For Sale .....	36	17	14	23	-36.1%
Days on Market (Pending Sale) .....	61	29	18	28	-54.1%
Month's Supply of Inventory .....	2.6	0.6	0.9	1.8	-31.2%
Percent Under Contract .....	41.7%	123.5%	142.9%	34.8%	-16.5%
Average Median Price for Last 12 Months	\$619,333	\$686,833	\$685,333	\$669,615	8.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



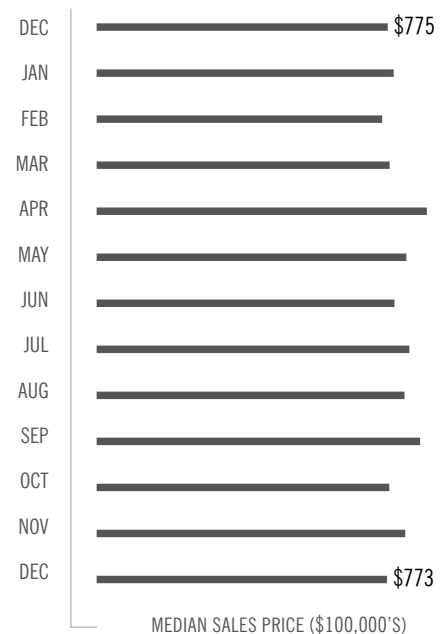
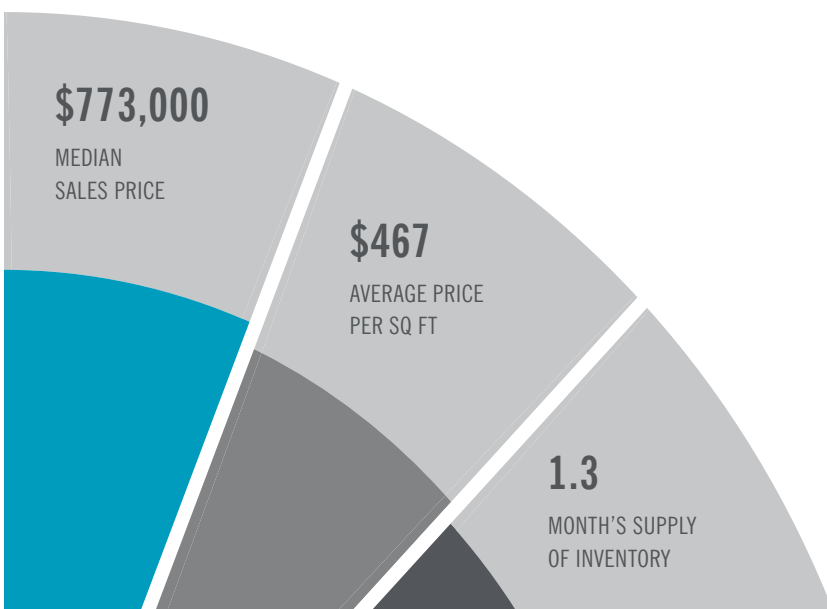
# ALTADENA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$775,000	\$793,000	\$862,000	\$773,000	-0.3%
Average Price per Square Foot .....	\$447	\$467	\$516	\$467	4.5%
Properties Sold .....	29	38	26	20	-31.0%
Properties Pending Sale .....	24	42	41	29	20.8%
Properties For Sale .....	36	39	55	26	-27.8%
Days on Market (Pending Sale) .....	64	29	33	38	-40.6%
Month's Supply of Inventory .....	1.2	1	2.1	1.3	4.7%
Percent Under Contract .....	66.7%	107.7%	74.5%	111.5%	67.3%
Average Median Price for Last 12 Months	\$741,333	\$814,833	\$791,333	\$807,154	8.9%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



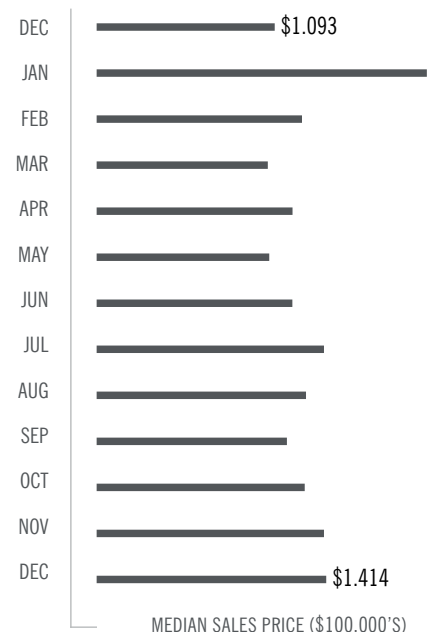
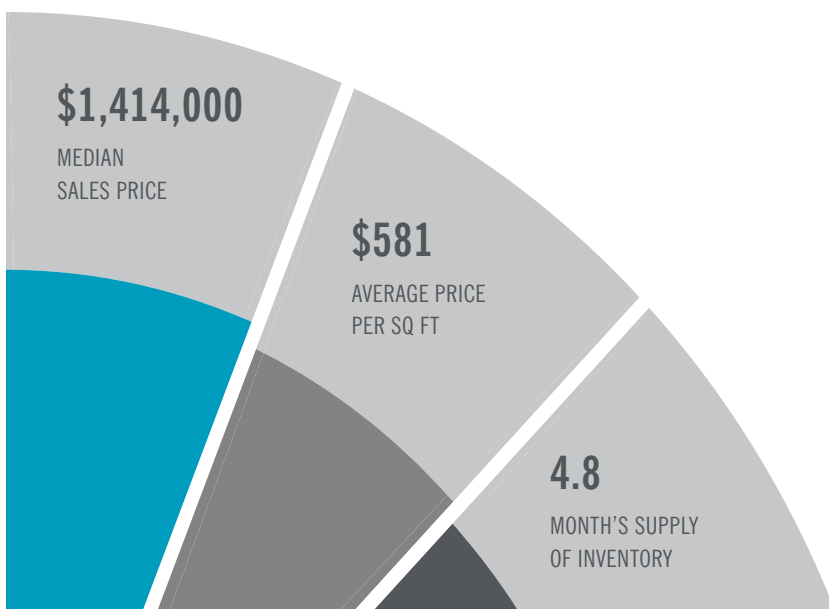
# ARCADIA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,093,000	\$1,203,000	\$1,169,000	\$1,414,000	29.4%
Average Price per Square Foot .....	\$545	\$552	\$517	\$581	6.6%
Properties Sold .....	27	44	40	32	18.5%
Properties Pending Sale .....	26	40	40	29	11.5%
Properties For Sale .....	163	227	222	152	-6.7%
Days on Market (Pending Sale) .....	74	36	48	49	-33.8%
Month's Supply of Inventory .....	6	5.2	5.6	4.8	-21.3%
Percent Under Contract .....	16.0%	17.6%	18.0%	19.1%	19.6%
Average Median Price for Last 12 Months	\$1,221,500	\$1,325,167	\$1,364,667	\$1,297,231	6.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

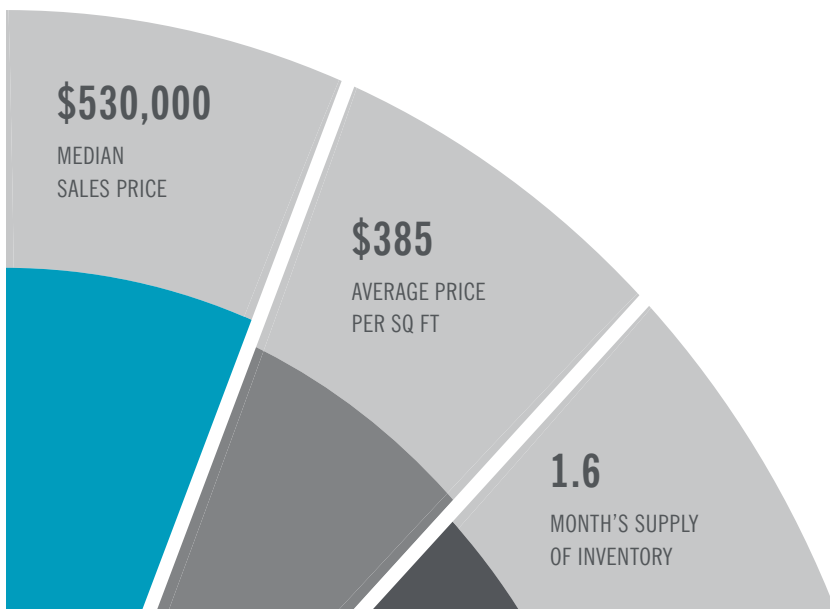


**DATA\***

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$478,000	\$542,000	\$580,000	\$530,000	10.9%
Average Price per Square Foot .....	\$344	\$356	\$390	\$385	11.9%
Properties Sold .....	12	25	17	13	8.3%
Properties Pending Sale .....	7	19	21	7	0.0%
Properties For Sale .....	22	27	17	21	-4.5%
Days on Market (Pending Sale) .....	48	34	33	26	-45.8%
Month's Supply of Inventory .....	1.8	1.1	1	1.6	-11.9%
Percent Under Contract .....	31.8%	70.4%	123.5%	33.3%	4.8%
Average Median Price for Last 12 Months	\$471,583	\$519,500	\$507,667	\$501,923	6.4%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



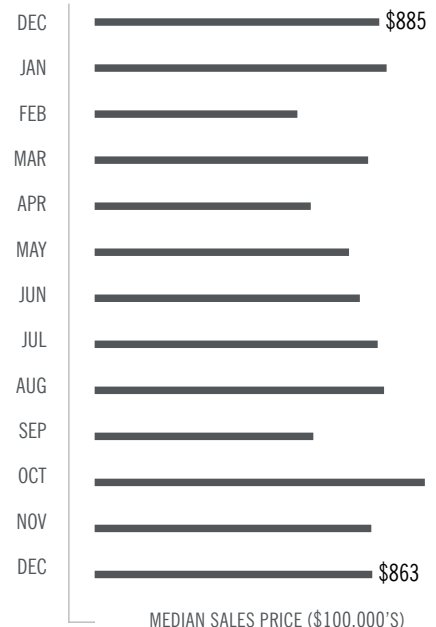
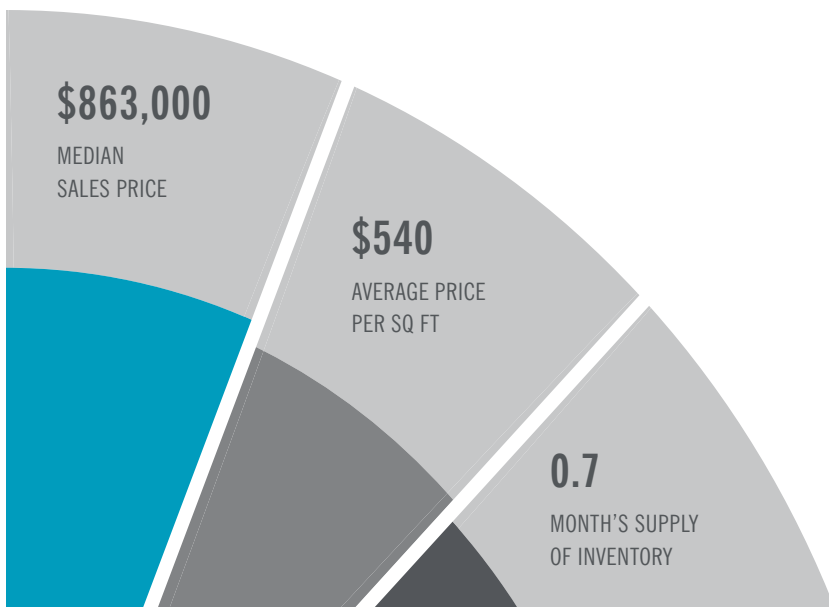
# EAGLE ROCK

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$885,000	\$824,000	\$678,000	\$863,000	-2.5%
Average Price per Square Foot .....	\$587	\$510	\$533	\$540	-8.0%
Properties Sold .....	10	13	6	22	120.0%
Properties Pending Sale .....	7	4	6	23	228.6%
Properties For Sale .....	17	9	9	16	-5.9%
Days on Market (Pending Sale) .....	56	43	51	39	-30.4%
Month's Supply of Inventory .....	1.7	0.7	1.5	0.7	-57.2%
Percent Under Contract .....	41.2%	44.4%	66.7%	143.8%	249.1%
Average Median Price for Last 12 Months	\$781,583	\$868,167	\$917,000	\$828,000	5.9%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





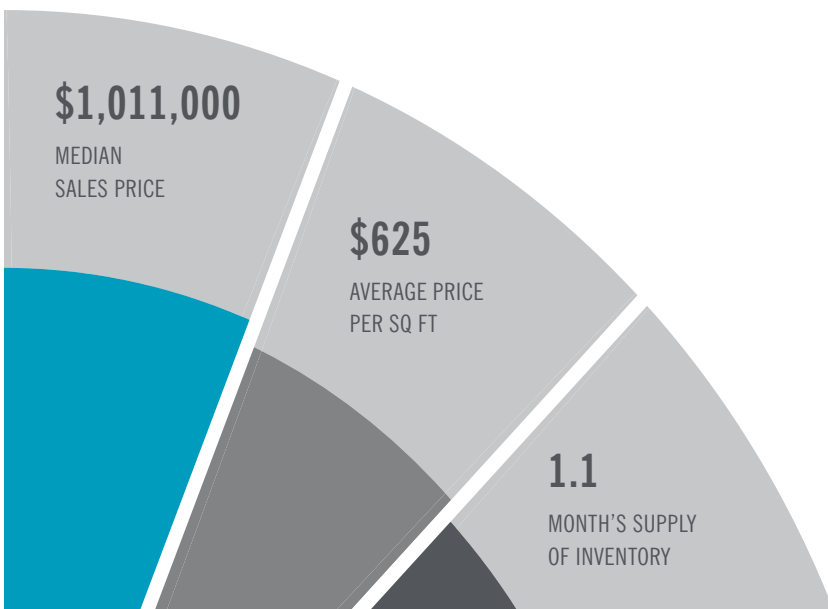
# LA CANADA FLINTRIDGE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,608,000	\$1,888,000	\$1,588,000	\$1,011,000	-37.1%
Average Price per Square Foot .....	\$593	\$626	\$662	\$625	5.4%
Properties Sold .....	16	30	19	39	143.8%
Properties Pending Sale .....	18	20	14	37	105.6%
Properties For Sale .....	25	52	44	41	64.0%
Days on Market (Pending Sale) .....	60	45	60	44	-26.7%
Month's Supply of Inventory .....	1.6	1.7	2.3	1.1	-32.7%
Percent Under Contract .....	72.0%	38.5%	31.8%	90.2%	25.3%
Average Median Price for Last 12 Months	\$1,676,833	\$1,642,333	\$1,622,000	\$1,749,692	4.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



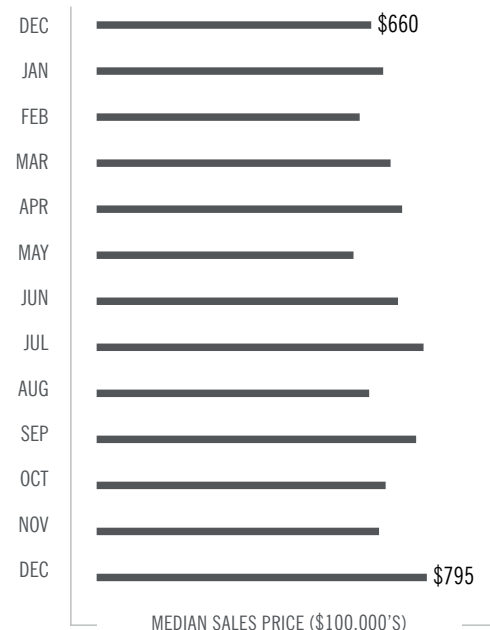
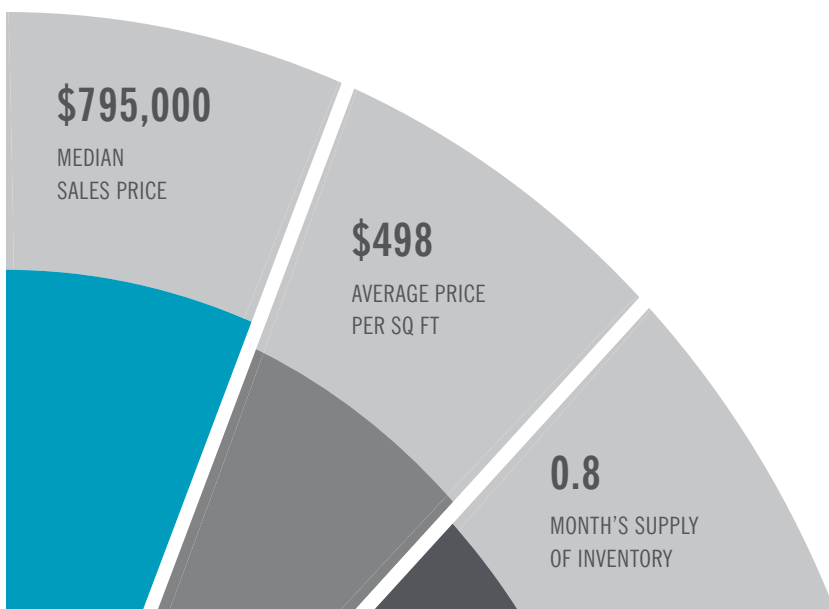
# MONROVIA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$660,000	\$725,000	\$769,000	\$795,000	20.5%
Average Price per Square Foot .....	\$410	\$436	\$446	\$498	21.5%
Properties Sold .....	23	32	18	48	108.7%
Properties Pending Sale .....	24	38	28	45	87.5%
Properties For Sale .....	35	48	46	40	14.3%
Days on Market (Pending Sale) .....	54	38	38	41	-24.1%
Month's Supply of Inventory .....	1.5	1.5	2.6	0.8	-45.2%
Percent Under Contract .....	68.6%	79.2%	60.9%	112.5%	64.1%
Average Median Price for Last 12 Months	\$630,250	\$730,000	\$723,000	\$703,462	11.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



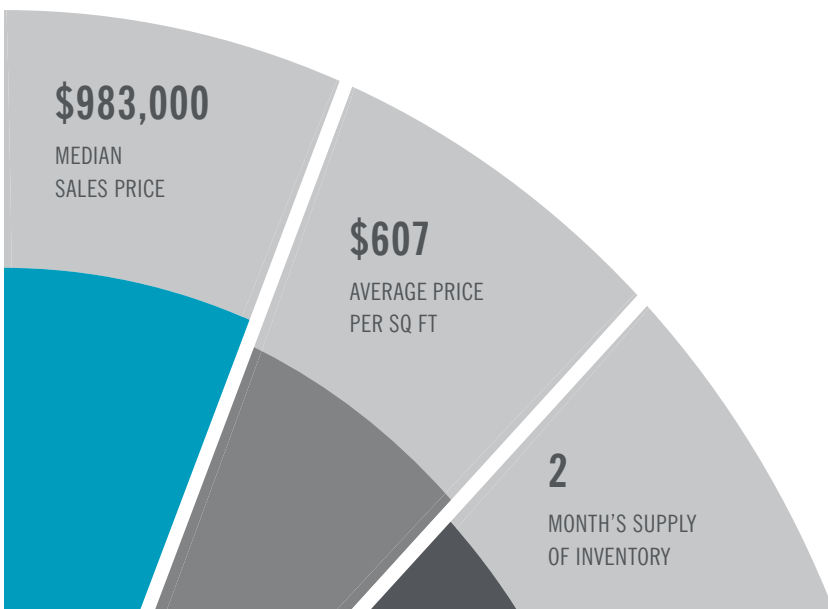
# PASADENA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$856,000	\$950,000	\$917,000	\$983,000	14.8%
Average Price per Square Foot .....	\$524	\$567	\$571	\$607	15.8%
Properties Sold .....	96	103	78	56	-41.7%
Properties Pending Sale .....	70	94	64	43	-38.6%
Properties For Sale .....	143	165	142	110	-23.1%
Days on Market (Pending Sale) .....	53	48	42	37	-30.2%
Month's Supply of Inventory .....	1.5	1.6	1.8	2	31.9%
Percent Under Contract .....	49.0%	57.0%	45.1%	39.1%	-20.1%
Average Median Price for Last 12 Months	\$849,167	\$951,667	\$955,333	\$910,308	7.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



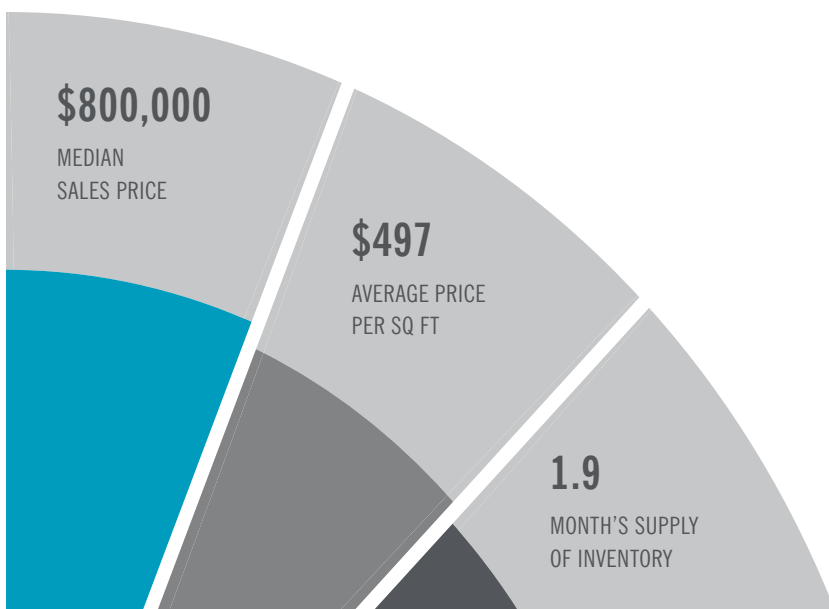
# SAN GABRIEL

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$868,000	\$785,000	\$880,000	\$800,000	-7.8%
Average Price per Square Foot .....	\$453	\$479	\$458	\$497	9.7%
Properties Sold .....	23	19	25	17	-26.1%
Properties Pending Sale .....	24	29	23	21	-12.5%
Properties For Sale .....	37	54	52	32	-13.5%
Days on Market (Pending Sale) .....	32	32	26	50	56.2%
Month's Supply of Inventory .....	1.6	2.8	2.1	1.9	17.0%
Percent Under Contract .....	64.9%	53.7%	44.2%	65.6%	1.2%
Average Median Price for Last 12 Months	\$734,250	\$813,833	\$807,667	\$791,769	7.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



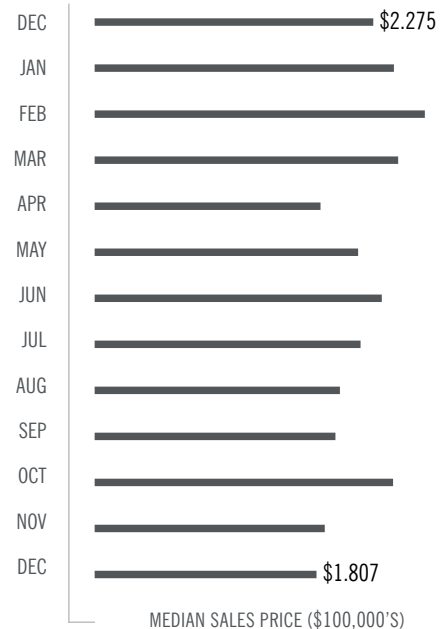
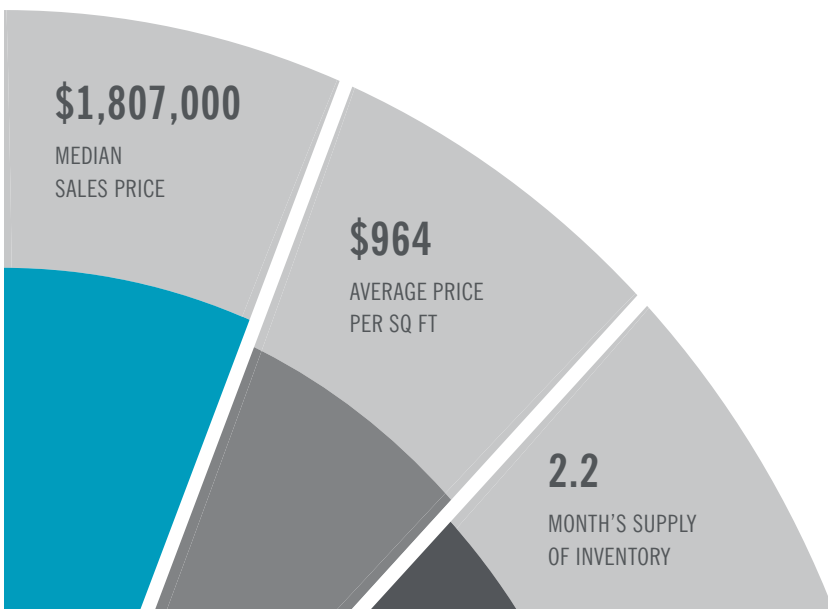
# SAN MARINO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,275,000	\$2,345,000	\$1,963,000	\$1,807,000	-20.6%
Average Price per Square Foot .....	\$933	\$882	\$817	\$964	3.3%
Properties Sold .....	12	12	14	12	0.0%
Properties Pending Sale .....	11	14	10	9	-18.2%
Properties For Sale .....	31	55	48	27	-12.9%
Days on Market (Pending Sale) .....	47	38	46	105	123.4%
Month's Supply of Inventory .....	2.6	4.6	3.4	2.2	-12.9%
Percent Under Contract .....	35.5%	25.5%	20.8%	33.3%	-6.1%
Average Median Price for Last 12 Months	\$2,202,750	\$2,042,167	\$2,040,000	\$2,191,385	-0.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



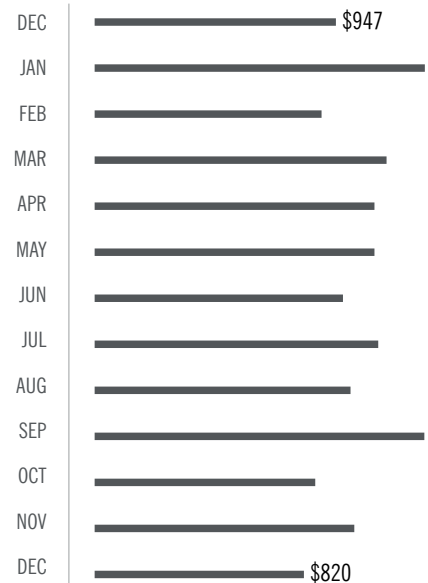
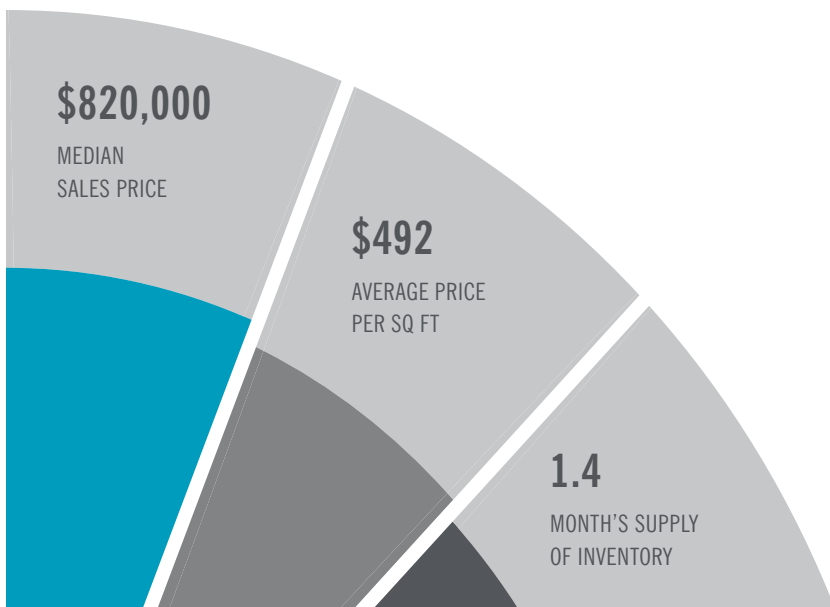
# SIERRA MADRE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$947,000	\$975,000	\$1,298,000	\$820,000	-13.4%
Average Price per Square Foot .....	\$512	\$517	\$555	\$492	-3.9%
Properties Sold .....	5	13	7	11	120.0%
Properties Pending Sale .....	6	9	9	6	0.0%
Properties For Sale .....	18	24	23	15	-16.7%
Days on Market (Pending Sale) .....	46	35	43	52	13.0%
Month's Supply of Inventory .....	3.6	1.8	3.3	1.4	-62.1%
Percent Under Contract .....	33.3%	37.5%	39.1%	40.0%	20.0%
Average Median Price for Last 12 Months	\$1,017,250	\$1,020,500	\$901,667	\$1,044,846	2.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



MEDIAN SALES PRICE (\$100,000'S)

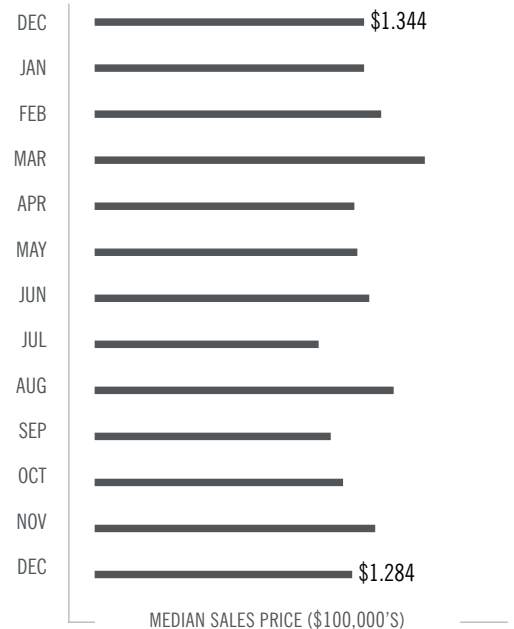
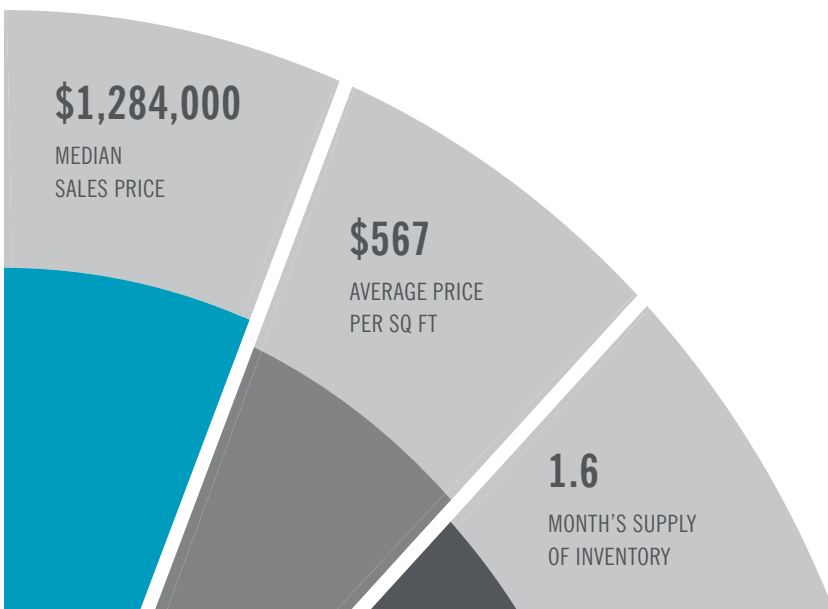
# SOUTH PASADENA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,344,000	\$1,370,000	\$1,176,000	\$1,284,000	-4.5%
Average Price per Square Foot .....	\$619	\$704	\$681	\$567	-8.4%
Properties Sold .....	15	15	7	5	-66.7%
Properties Pending Sale .....	14	14	4	6	-57.1%
Properties For Sale .....	10	13	18	8	-20.0%
Days on Market (Pending Sale) .....	41	19	18	67	63.4%
Month's Supply of Inventory .....	0.7	0.9	2.6	1.6	140.0%
Percent Under Contract .....	140.0%	107.7%	22.2%	75.0%	-46.4%
Average Median Price for Last 12 Months	\$1,223,000	\$1,284,333	\$1,307,333	\$1,342,231	9.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



# ORANGE COUNTY

ORANGE COUNTY MACRO

ALISO VIEJO

BALBOA PENINSULA

CORONA DEL MAR - SPYGLASS

COTO DE CAZA

CRYSTAL COVE

DANA POINT

EAST BLUFF - HARBOR VIEW

EAST COSTA MESA

FOUNTAIN VALLEY

HUNTINGTON BEACH

IRVINE

LADERA RANCH

LAGUNA BEACH

LAGUNA HILLS

LAGUNA NIGUEL

LAGUNA WOODS

LOWER NEWPORT BAY - BALBOA ISLAND

MISSION VIEJO

NELLE GAIL

NEWPORT BEACH

NEWPORT COAST

NEWPORT HEIGHTS

RANCHO SANTA MARGARITA

SAN CLEMENTE

SAN JUAN CAPISTRANO

SHADY CANYON

TURTLE RIDGE

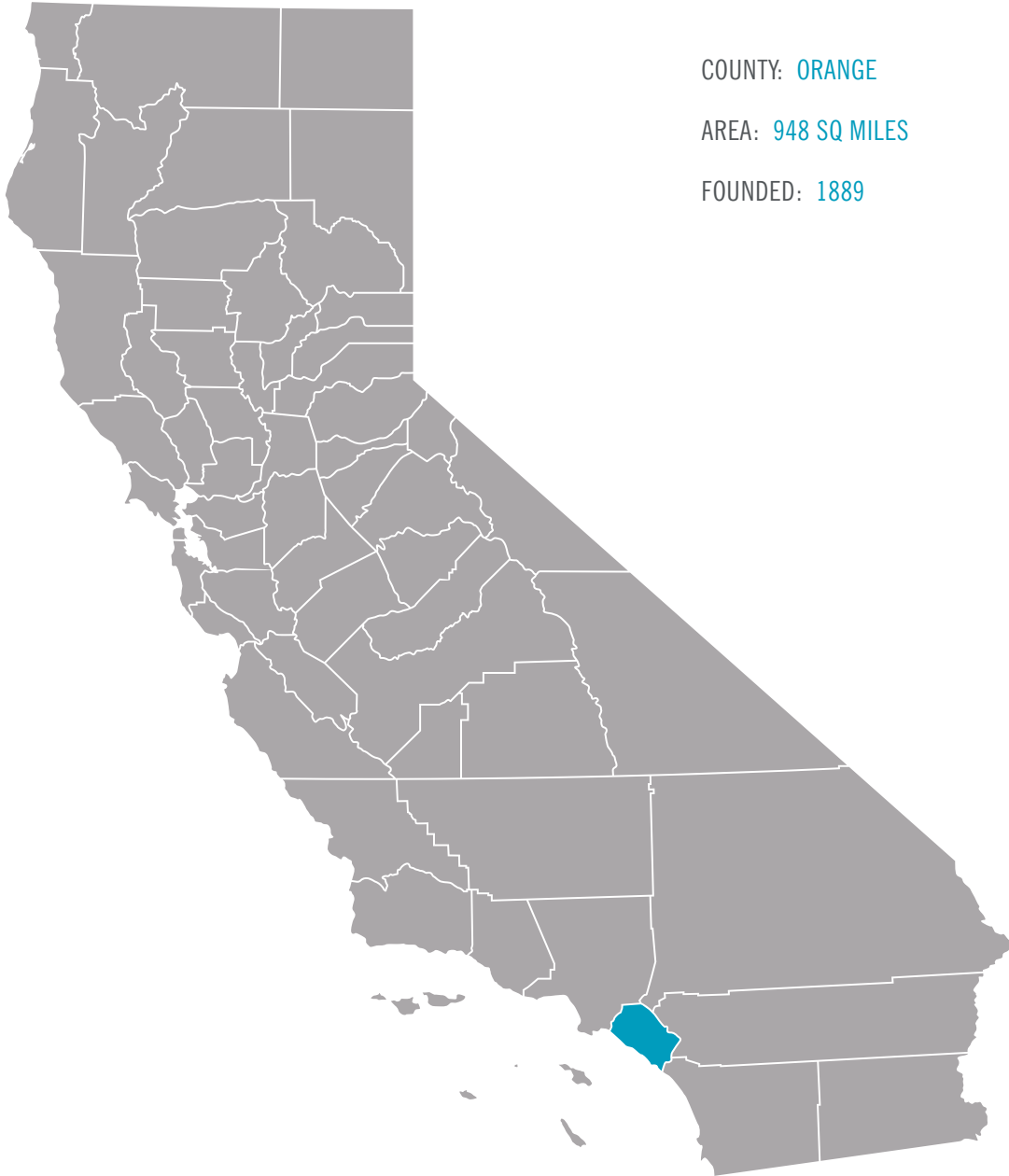
TURTLE ROCK

WESTMINSTER

WEST BAY - SANTA ANA HEIGHTS

WEST NEWPORT - LIDO





COUNTY: ORANGE

AREA: 948 SQ MILES

FOUNDED: 1889

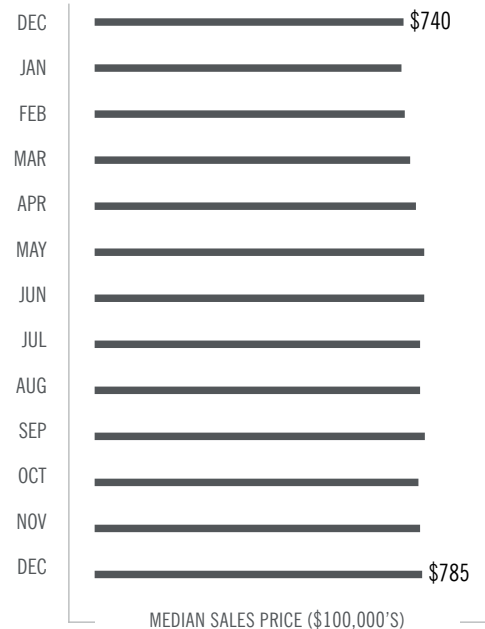
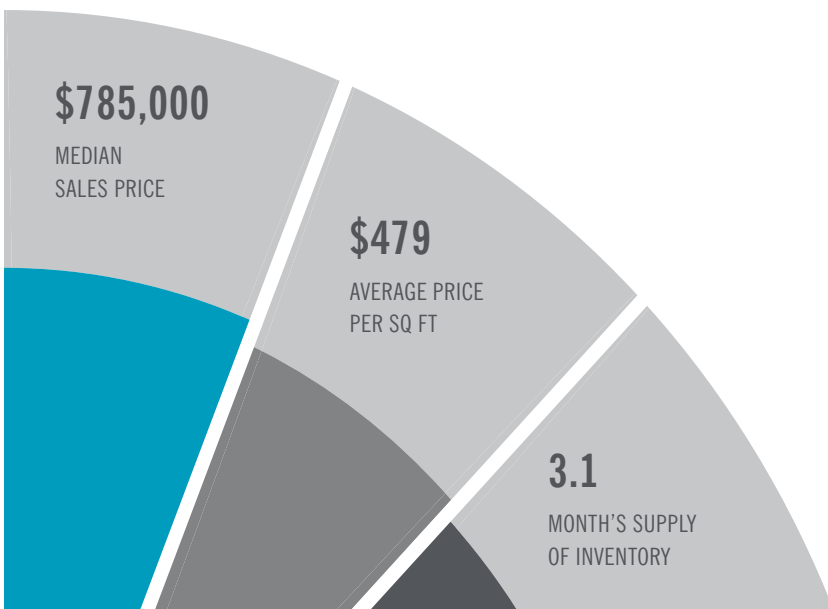
# ORANGE COUNTY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$740,000	\$790,000	\$791,500	\$785,000	6.1%
Average Price per Square Foot .....	\$450	\$450	\$458	\$479	6.4%
Properties Sold .....	1552	2066	1718	1365	-12.0%
Properties Pending Sale .....	1123	1959	1641	1068	-4.9%
Properties For Sale .....	4,797	6,880	6,155	4,175	-13.0%
Days on Market (Pending Sale) .....	62	40	48	52	-16.1%
Month's Supply of Inventory .....	3.1	3.3	3.6	3.1	-1.0%
Percent Under Contract .....	23.4%	28.5%	26.7%	25.6%	9.3%
Average Median Price for Last 12 Months	\$728,746	\$782,083	\$780,333	\$770,500	5.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



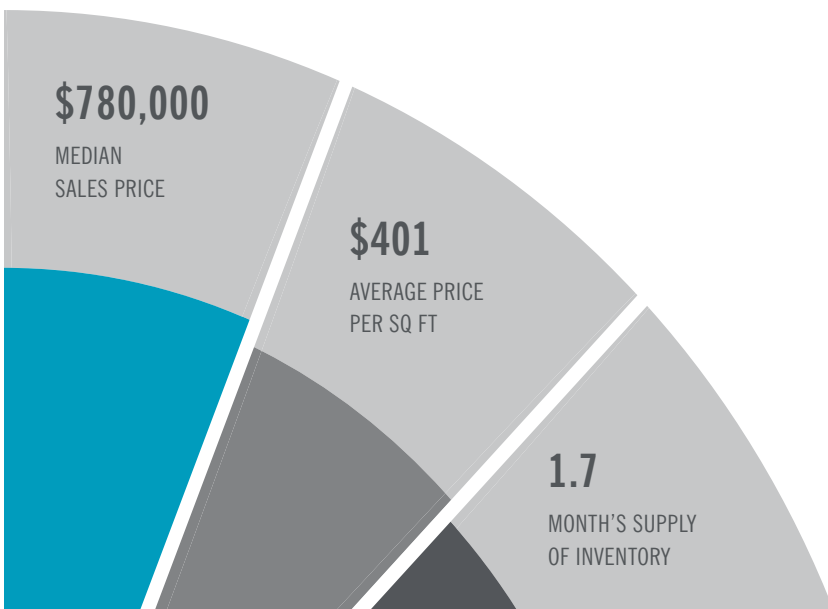
# ALISO VIEJO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$745,000	\$815,000	\$847,500	\$780,000	4.7%
Average Price per Square Foot .....	\$386	\$394	\$397	\$401	3.9%
Properties Sold .....	14	31	20	9	-35.7%
Properties Pending Sale .....	8	26	22	6	-25.0%
Properties For Sale .....	30	64	52	15	-50.0%
Days on Market (Pending Sale) .....	0	48	52	52	%
Month's Supply of Inventory .....	2.1	2.1	2.6	1.7	-22.2%
Percent Under Contract .....	26.7%	40.6%	42.3%	40.0%	50.0%
Average Median Price for Last 12 Months	\$773,229	\$811,325	\$784,150	\$804,415	4.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



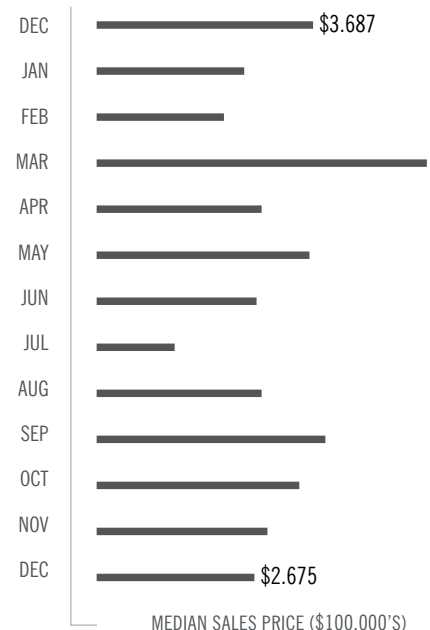
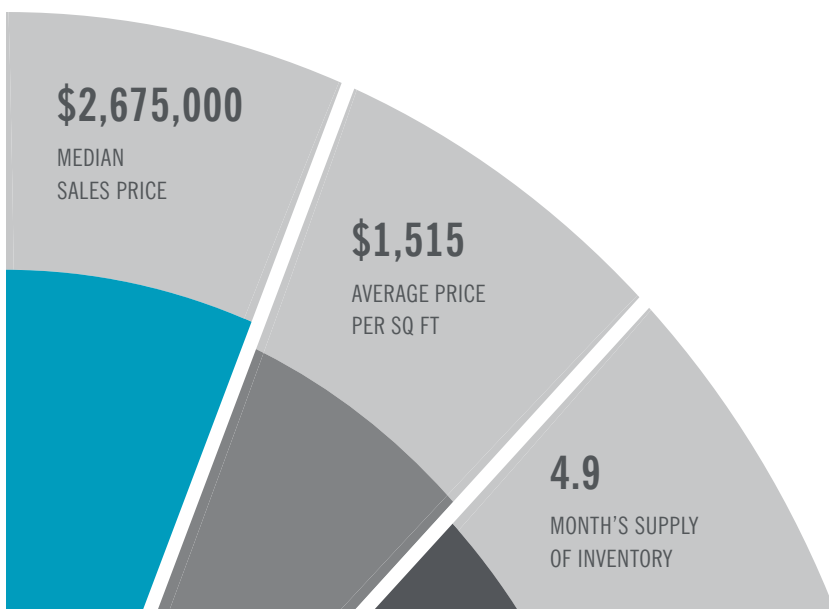
# BALBOA PENINSULA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$3,687,500	\$2,712,500	\$3,900,000	\$2,675,000	-27.5%
Average Price per Square Foot .....	\$1,434	\$1,408	\$1,636	\$1,515	5.6%
Properties Sold .....	2	9	5	7	250.0%
Properties Pending Sale .....	6	4	4	8	33.3%
Properties For Sale .....	38	42	34	34	-10.5%
Days on Market (Pending Sale) .....	88	122	125	75	-14.8%
Month's Supply of Inventory .....	19	4.7	6.8	4.9	-74.4%
Percent Under Contract .....	15.8%	9.5%	11.8%	23.5%	49.0%
Average Median Price for Last 12 Months	\$3,601,667	\$2,837,500	\$3,008,333	\$3,088,423	-14.3%

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## CURRENT MARKET SNAPSHOT



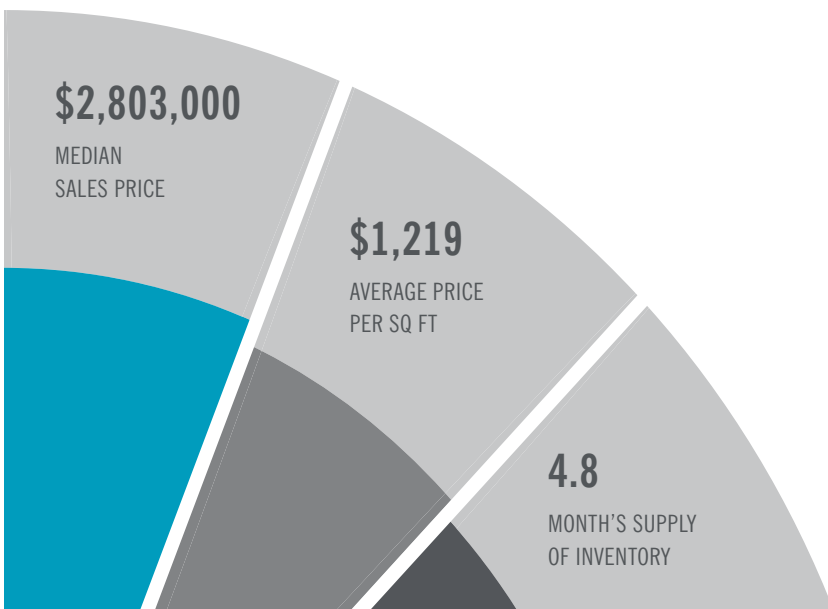
# CORONA DEL MAR - SPYGLASS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,905,000	\$2,875,000	\$2,267,000	\$2,803,000	-3.5%
Average Price per Square Foot .....	\$1,075	\$1,347	\$1,017	\$1,219	13.4%
Properties Sold .....	12	13	18	13	8.3%
Properties Pending Sale .....	9	11	14	11	22.2%
Properties For Sale .....	61	83	77	63	3.3%
Days on Market (Pending Sale) .....	99	86	96	85	-14.1%
Month's Supply of Inventory .....	5.1	6.4	4.3	4.8	-4.7%
Percent Under Contract .....	14.8%	13.3%	18.2%	17.5%	18.3%
Average Median Price for Last 12 Months	\$2,880,208	\$2,742,000	\$2,892,667	\$2,789,453	-3.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



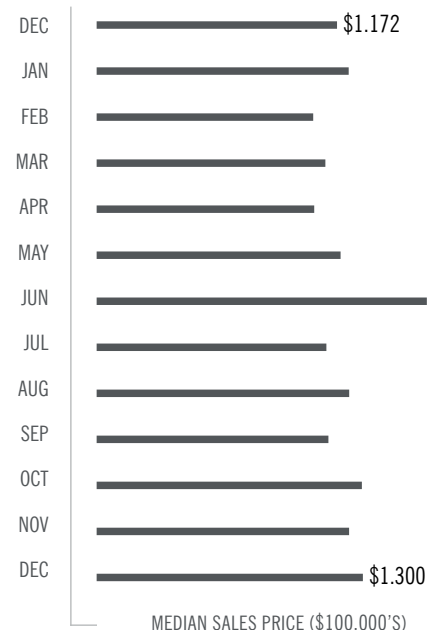
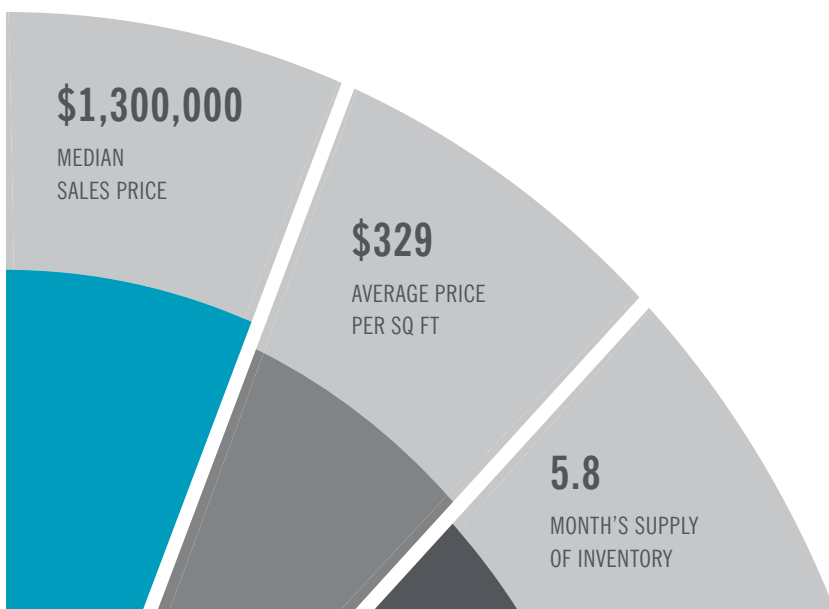
# COTO DE CAZA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,172,500	\$1,615,500	\$1,130,000	\$1,300,000	10.9%
Average Price per Square Foot .....	\$323	\$391	\$353	\$329	1.9%
Properties Sold .....	10	32	20	13	30.0%
Properties Pending Sale .....	15	17	14	10	-33.3%
Properties For Sale .....	88	120	114	75	-14.8%
Days on Market (Pending Sale) .....	129	56	138	54	-58.1%
Month's Supply of Inventory .....	8.8	3.8	5.7	5.8	-34.4%
Percent Under Contract .....	17.0%	14.2%	12.3%	13.3%	-21.8%
Average Median Price for Last 12 Months	\$1,186,215	\$1,218,250	\$1,275,667	\$1,211,346	2.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



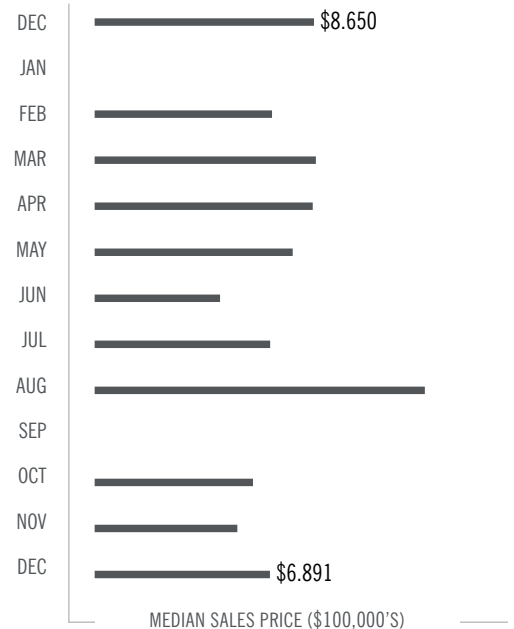
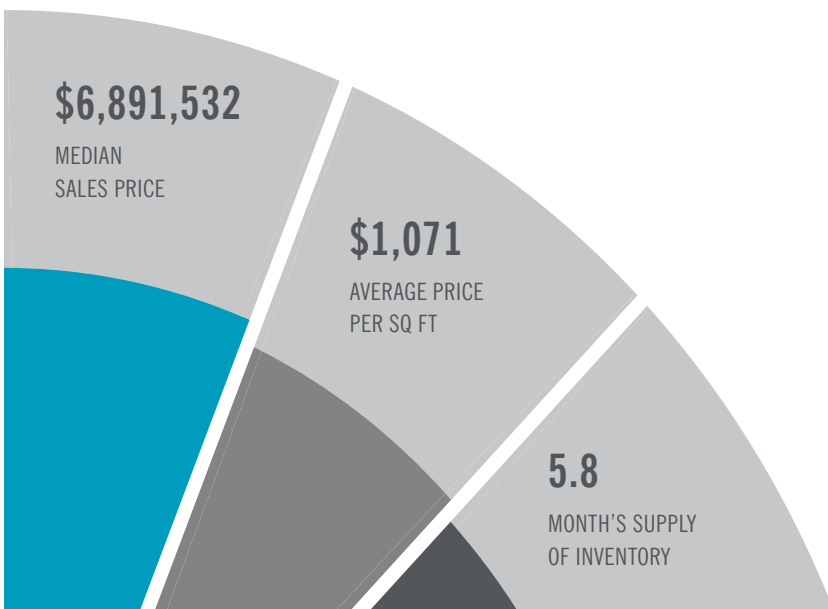
# CRYSTAL COVE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$8,650,000	\$4,900,000	\$0	\$6,891,532	-20.3%
Average Price per Square Foot .....	\$1,406	\$1,195	\$0	\$1,071	-23.8%
Properties Sold .....	4	1	0	4	0.0%
Properties Pending Sale .....	1	5	1	3	200.0%
Properties For Sale .....	20	23	25	23	15.0%
Days on Market (Pending Sale) .....	55	193	142	77	40.0%
Month's Supply of Inventory .....	5	23	n/a	5.8	15.0%
Percent Under Contract .....	5.0%	21.7%	4.0%	13.0%	160.9%
Average Median Price for Last 12 Months	\$5,945,970	\$7,734,306	\$6,232,177	\$7,665,594	28.9%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



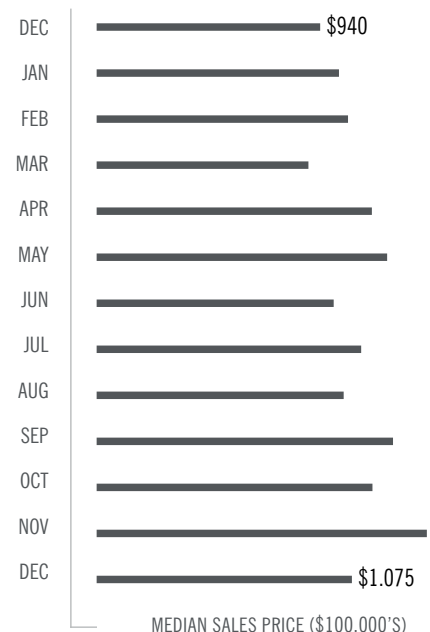
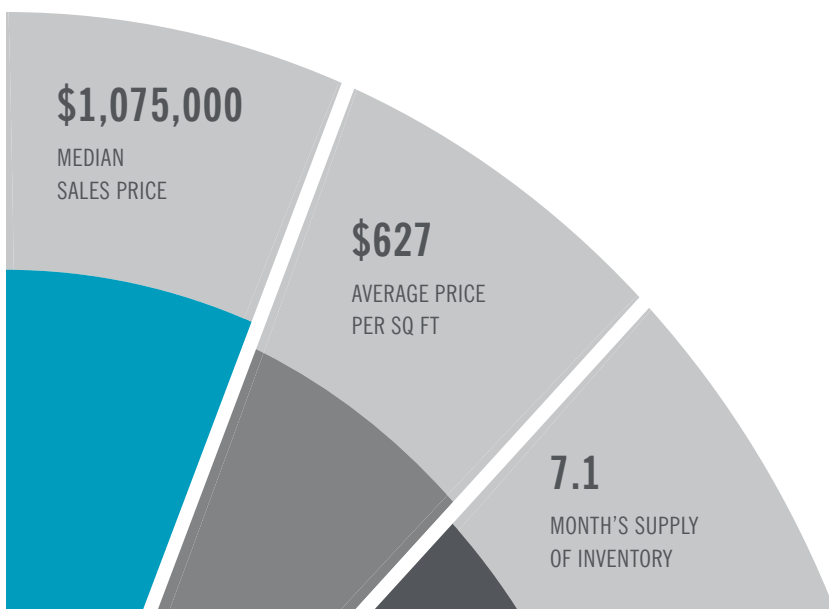
# DANA POINT

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$940,000	\$997,500	\$1,250,000	\$1,075,000	14.4%
Average Price per Square Foot .....	\$612	\$663	\$766	\$627	2.5%
Properties Sold .....	29	36	39	18	-37.9%
Properties Pending Sale .....	15	34	36	18	20.0%
Properties For Sale .....	138	204	197	127	-8.0%
Days on Market (Pending Sale) .....	106	71	78	92	-13.2%
Month's Supply of Inventory .....	4.8	5.7	5.1	7.1	48.3%
Percent Under Contract .....	10.9%	16.7%	18.3%	14.2%	30.4%
Average Median Price for Last 12 Months	\$1,017,553	\$1,172,667	\$1,210,500	\$1,102,077	8.3%

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## CURRENT MARKET SNAPSHOT





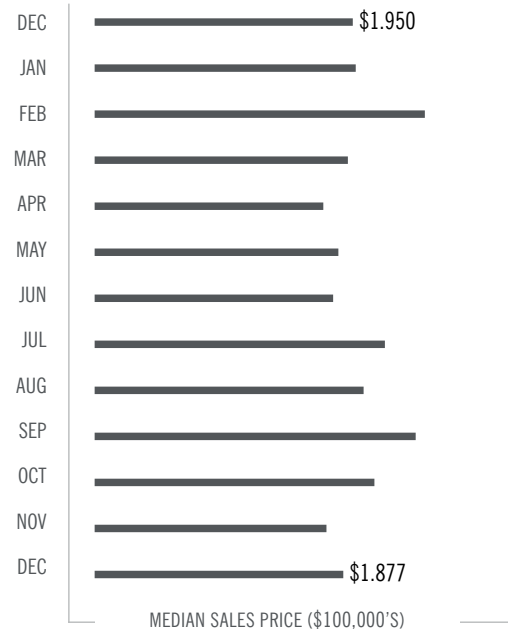
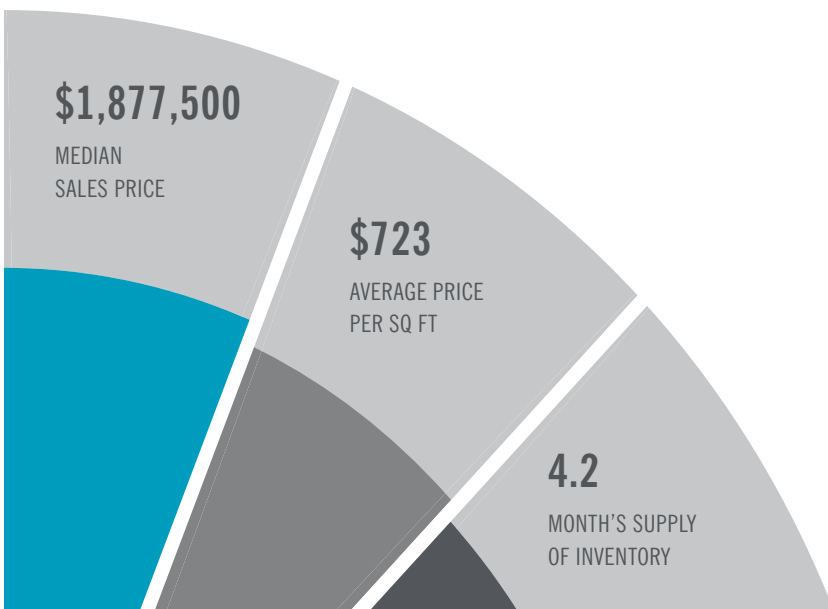
# EAST BLUFF - HARBOR VIEW

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,950,000	\$1,800,000	\$2,430,000	\$1,877,500	-3.7%
Average Price per Square Foot .....	\$634	\$675	\$790	\$723	14.0%
Properties Sold .....	21	23	17	19	-9.5%
Properties Pending Sale .....	9	22	16	10	11.1%
Properties For Sale .....	80	122	110	80	0.0%
Days on Market (Pending Sale) .....	74	57	74	97	31.1%
Month's Supply of Inventory .....	3.8	5.3	6.5	4.2	10.5%
Percent Under Contract .....	11.2%	18.0%	14.5%	12.5%	11.1%
Average Median Price for Last 12 Months	\$1,843,801	\$2,066,500	\$1,913,833	\$2,007,615	8.9%

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## CURRENT MARKET SNAPSHOT



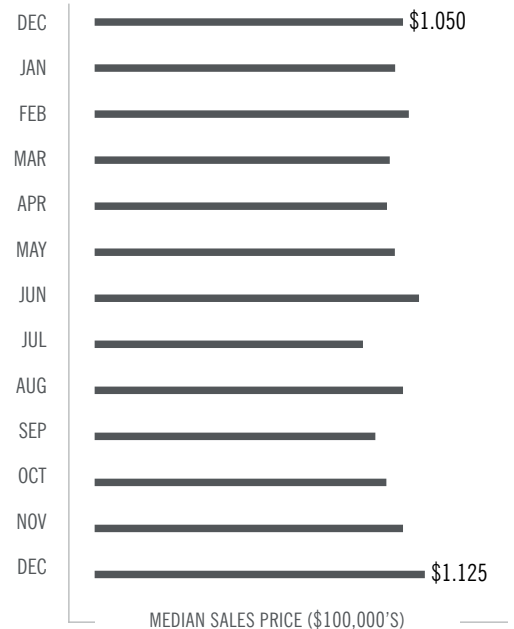
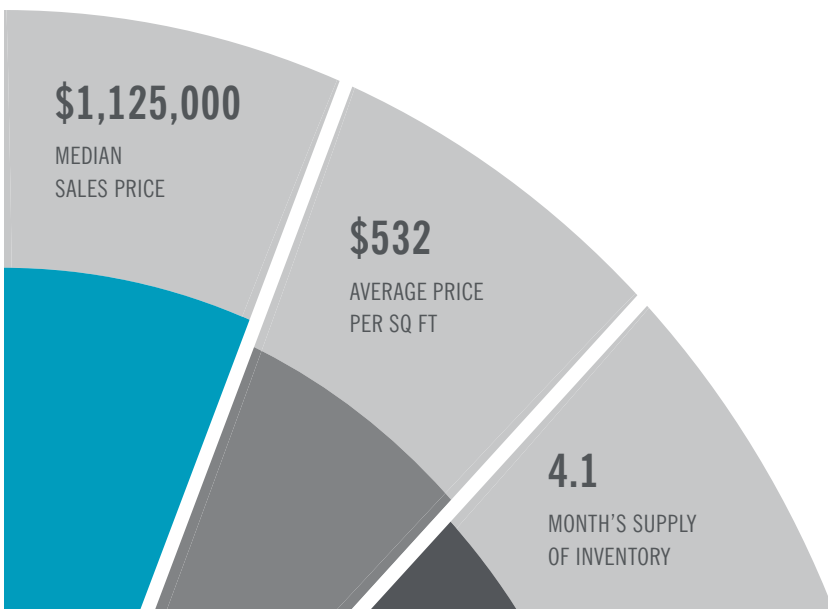
# EAST COSTA MESA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,050,000	\$1,105,000	\$955,000	\$1,125,000	7.1%
Average Price per Square Foot .....	\$548	\$580	\$625	\$532	-2.9%
Properties Sold .....	9	26	12	13	44.4%
Properties Pending Sale .....	9	17	22	14	55.6%
Properties For Sale .....	41	76	84	53	29.3%
Days on Market (Pending Sale) .....	97	37	44	60	-38.1%
Month's Supply of Inventory .....	4.6	2.9	7	4.1	-10.5%
Percent Under Contract .....	22.0%	22.4%	26.2%	26.4%	20.3%
Average Median Price for Last 12 Months	\$1,018,324	\$1,014,229	\$1,055,958	\$1,027,298	0.9%

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## CURRENT MARKET SNAPSHOT



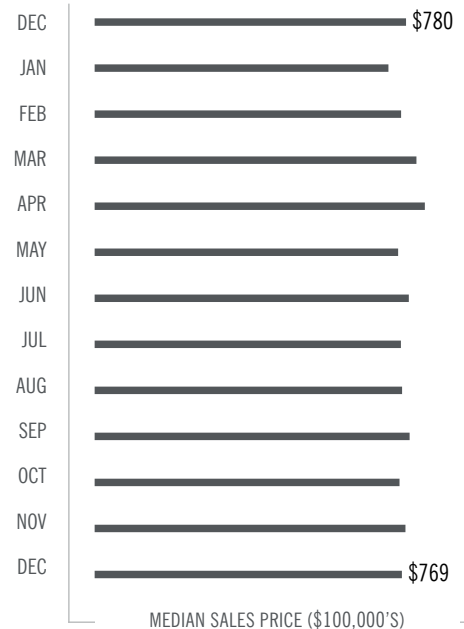
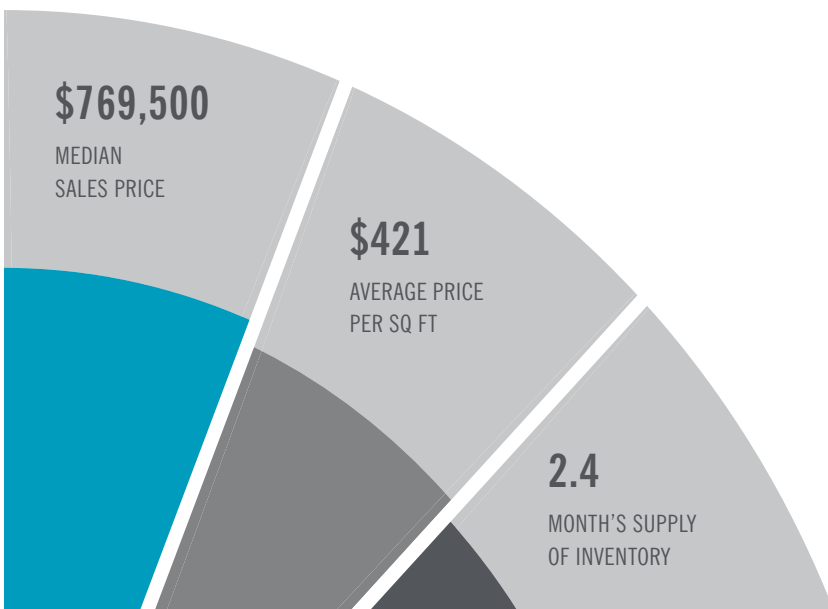
# FOUNTAIN VALLEY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$780,000	\$787,000	\$789,000	\$769,500	-1.3%
Average Price per Square Foot .....	\$361	\$391	\$415	\$421	16.6%
Properties Sold .....	29	46	31	18	-37.9%
Properties Pending Sale .....	22	37	21	17	-22.7%
Properties For Sale .....	52	77	54	43	-17.3%
Days on Market (Pending Sale) .....	38	23	22	34	-10.5%
Month's Supply of Inventory .....	1.8	1.7	1.7	2.4	33.2%
Percent Under Contract .....	42.3%	48.1%	38.9%	39.5%	-6.6%
Average Median Price for Last 12 Months	\$740,288	\$772,917	\$770,500	\$777,019	5.0%

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## CURRENT MARKET SNAPSHOT



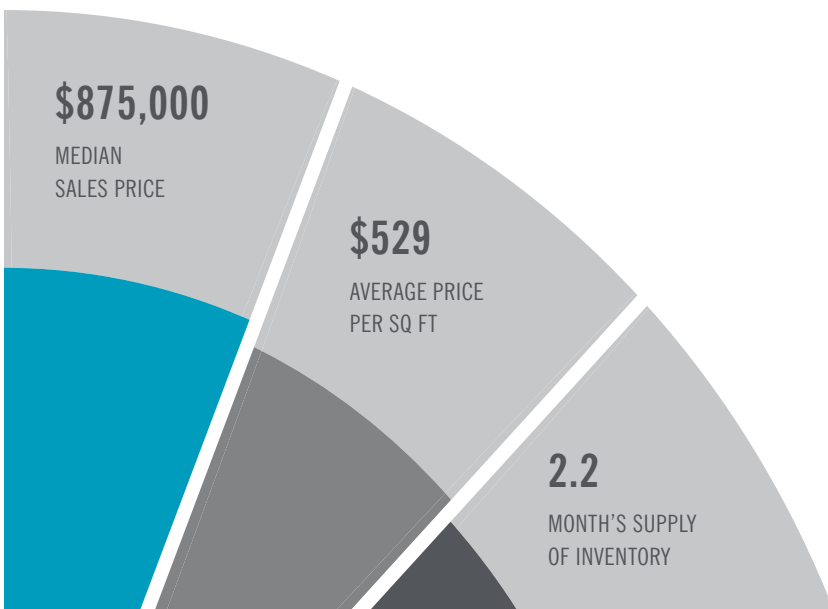
# HUNTINGTON BEACH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$823,500	\$910,000	\$849,000	\$875,000	6.3%
Average Price per Square Foot .....	\$470	\$502	\$467	\$529	12.6%
Properties Sold .....	103	109	117	90	-12.6%
Properties Pending Sale .....	67	130	120	58	-13.4%
Properties For Sale .....	229	369	326	201	-12.2%
Days on Market (Pending Sale) .....	50	31	46	45	-10.0%
Month's Supply of Inventory .....	2.2	3.4	2.8	2.2	0.5%
Percent Under Contract .....	29.3%	35.2%	36.8%	28.9%	-1.4%
Average Median Price for Last 12 Months	\$812,663	\$883,917	\$891,500	\$857,538	5.5%

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## CURRENT MARKET SNAPSHOT



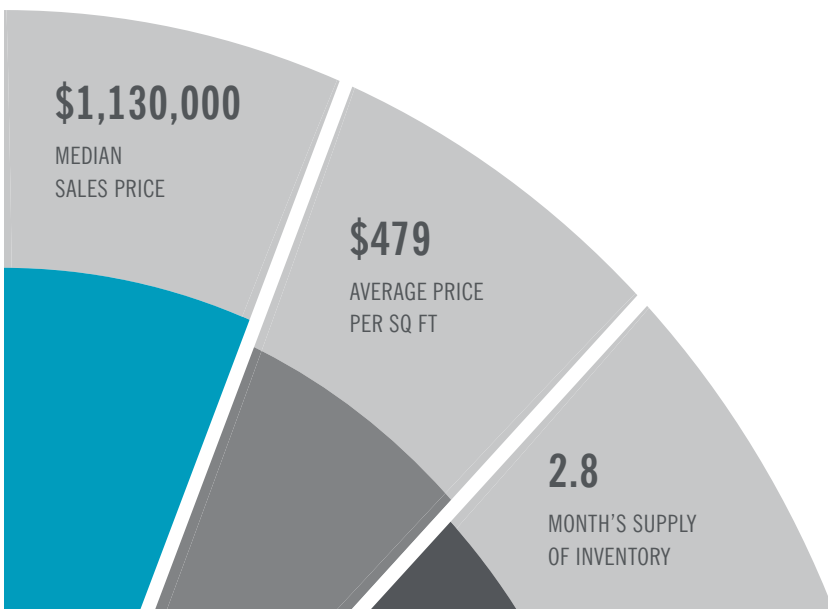
# IRVINE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,081,500	\$1,019,000	\$1,125,000	\$1,130,000	4.5%
Average Price per Square Foot .....	\$475	\$486	\$494	\$479	0.8%
Properties Sold .....	98	118	115	97	-1.0%
Properties Pending Sale .....	78	108	105	60	-23.1%
Properties For Sale .....	314	472	419	273	-13.1%
Days on Market (Pending Sale) .....	68	48	44	43	-36.8%
Month's Supply of Inventory .....	3.2	4	3.6	2.8	-12.2%
Percent Under Contract .....	24.8%	22.9%	25.1%	22.0%	-11.5%
Average Median Price for Last 12 Months	\$1,038,334	\$1,137,083	\$1,150,000	\$1,113,654	7.3%

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## CURRENT MARKET SNAPSHOT



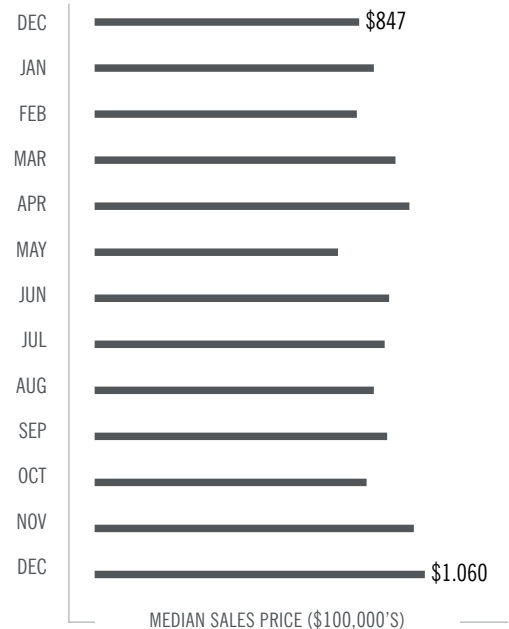
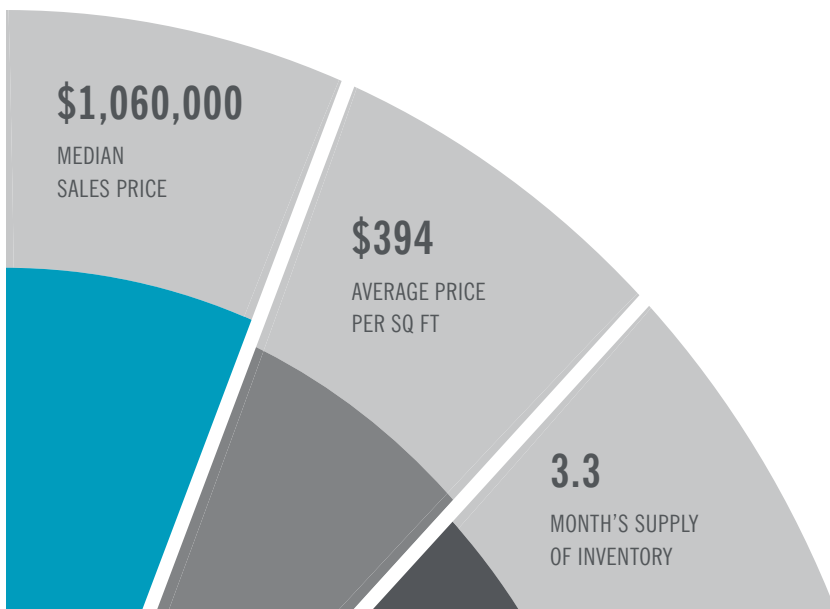
# LADERA RANCH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$847,500	\$944,450	\$938,000	\$1,060,000	25.1%
Average Price per Square Foot .....	\$325	\$360	\$371	\$394	21.2%
Properties Sold .....	24	36	26	23	-4.2%
Properties Pending Sale .....	8	45	29	9	12.5%
Properties For Sale .....	65	141	122	77	18.5%
Days on Market (Pending Sale) .....	83	35	35	31	-62.7%
Month's Supply of Inventory .....	2.7	3.9	4.7	3.3	23.6%
Percent Under Contract .....	12.3%	31.9%	23.8%	11.7%	-5.0%
Average Median Price for Last 12 Months	\$863,500	\$953,150	\$985,300	\$923,065	6.9%

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## CURRENT MARKET SNAPSHOT

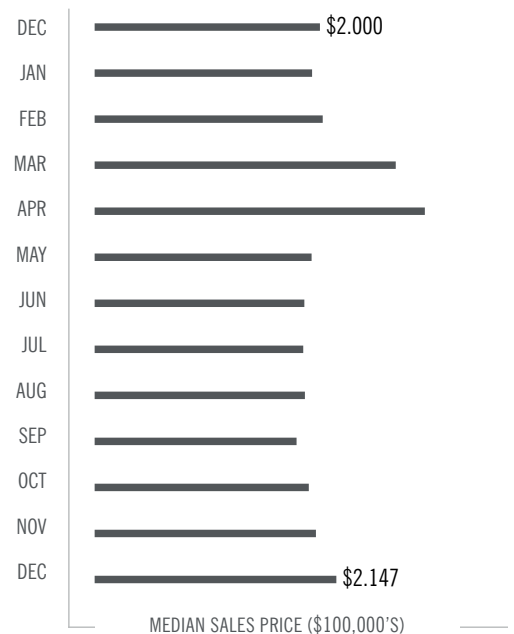
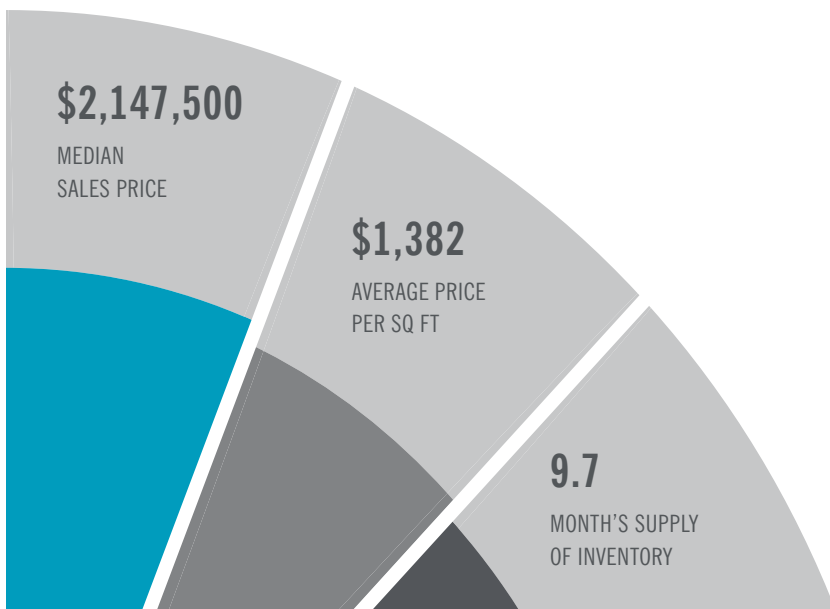


# LAGUNA BEACH

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,000,000	\$1,860,000	\$1,790,000	\$2,147,500	7.4%
Average Price per Square Foot .....	\$878	\$1,098	\$1,008	\$1,382	57.4%
Properties Sold .....	27	29	25	22	-18.5%
Properties Pending Sale .....	23	23	30	21	-8.7%
Properties For Sale .....	190	268	284	214	12.6%
Days on Market (Pending Sale) .....	111	101	117	126	13.5%
Month's Supply of Inventory .....	7	9.2	11.4	9.7	38.2%
Percent Under Contract .....	12.1%	8.6%	10.6%	9.8%	-18.9%
Average Median Price for Last 12 Months	\$1,924,042	\$1,919,417	\$2,003,833	\$2,067,661	7.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



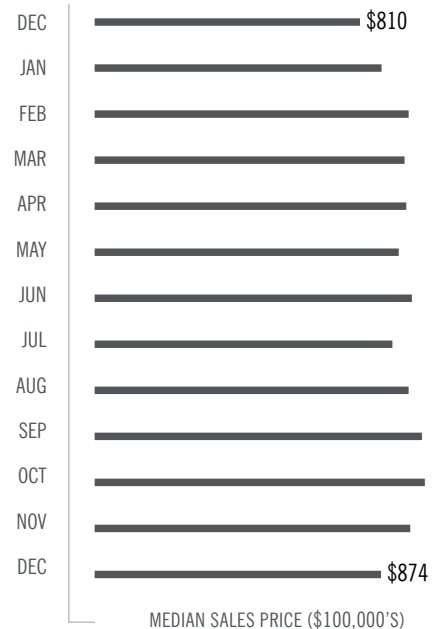
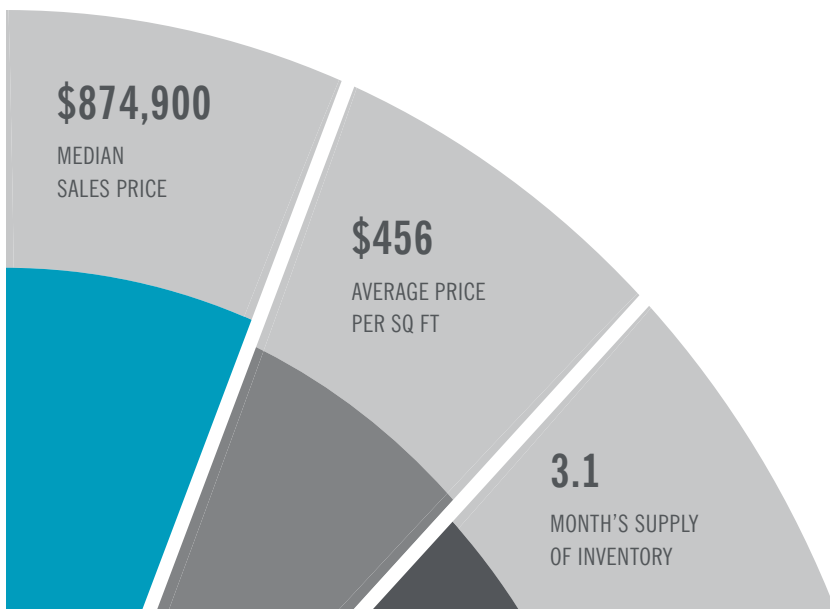
# LAGUNA NIGUEL

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$810,000	\$970,000	\$1,001,000	\$874,900	8.0%
Average Price per Square Foot .....	\$404	\$415	\$482	\$456	12.9%
Properties Sold .....	47	73	49	47	0.0%
Properties Pending Sale .....	36	78	53	23	-36.1%
Properties For Sale .....	187	279	236	146	-21.9%
Days on Market (Pending Sale) .....	65	39	53	63	-3.1%
Month's Supply of Inventory .....	4	3.8	4.8	3.1	-21.9%
Percent Under Contract .....	19.3%	28.0%	22.5%	15.8%	-18.2%
Average Median Price for Last 12 Months	\$863,667	\$953,483	\$949,967	\$935,931	8.4%

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## CURRENT MARKET SNAPSHOT





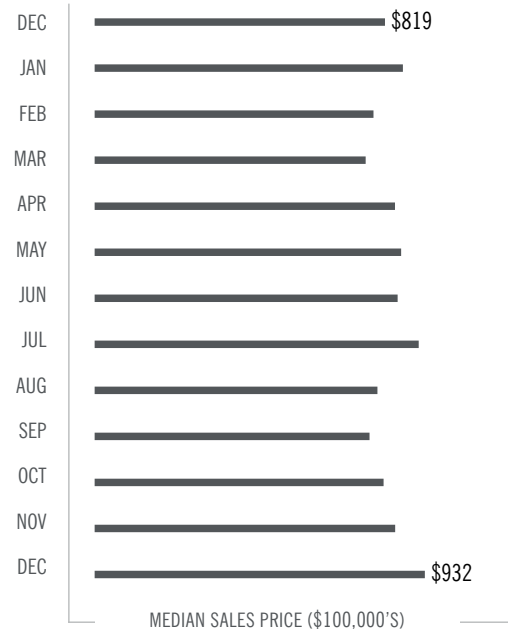
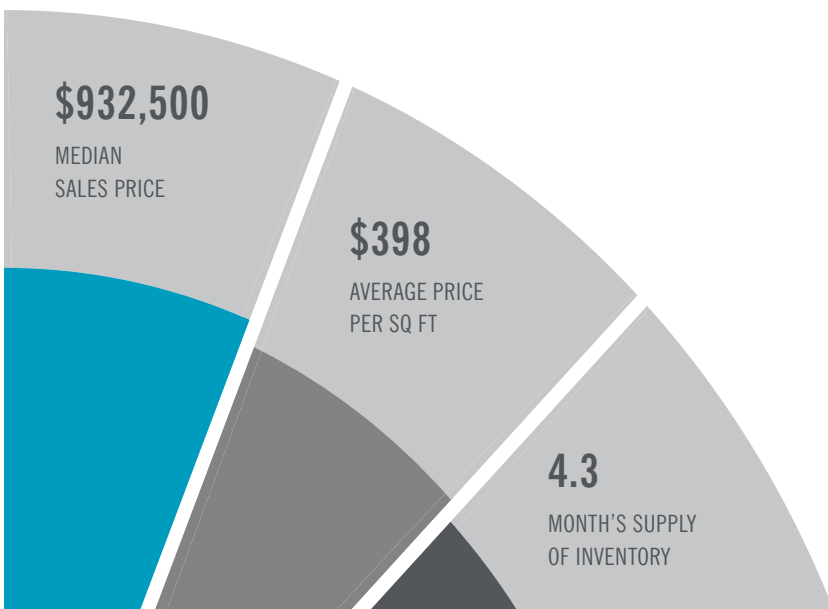
# LAGUNA HILLS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$819,000	\$855,000	\$775,000	\$932,500	13.9%
Average Price per Square Foot .....	\$388	\$382	\$378	\$398	2.6%
Properties Sold .....	16	30	31	14	-12.5%
Properties Pending Sale .....	18	23	29	17	-5.6%
Properties For Sale .....	69	105	107	60	-13.0%
Days on Market (Pending Sale) .....	100	31	36	50	-50.0%
Month's Supply of Inventory .....	4.3	3.5	3.5	4.3	-0.6%
Percent Under Contract .....	26.1%	21.9%	27.1%	28.3%	8.6%
Average Median Price for Last 12 Months	\$809,029	\$847,167	\$865,167	\$837,674	3.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

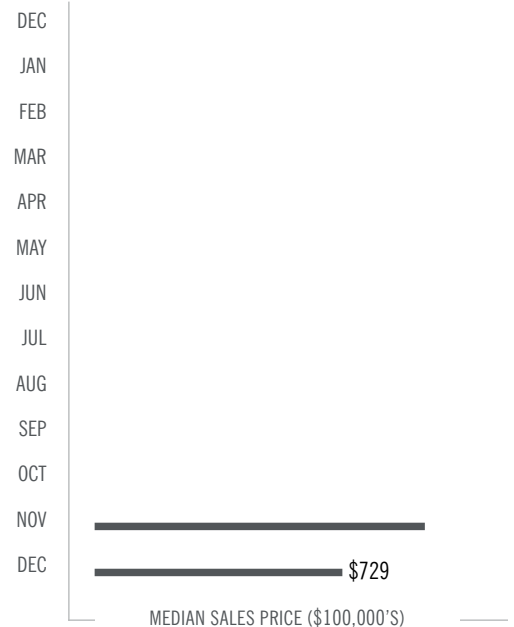
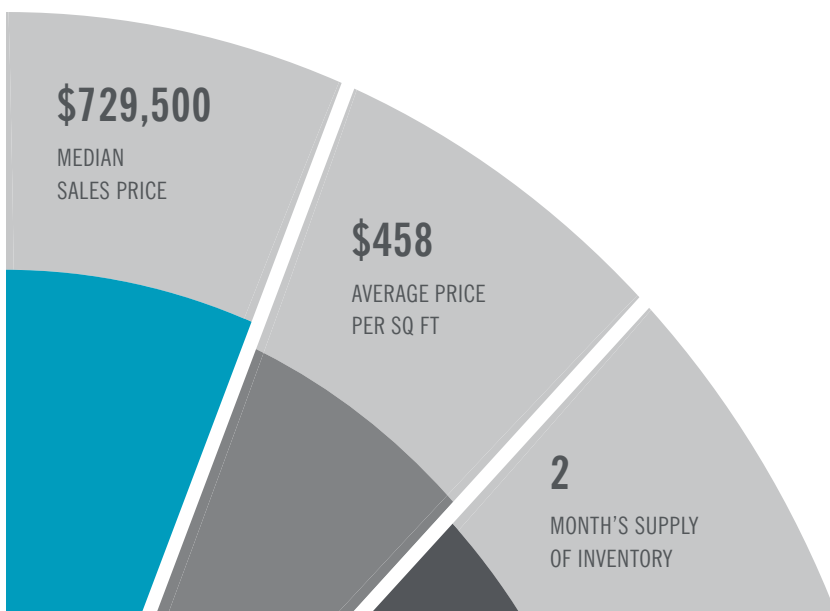


# LAGUNA WOODS

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$0	\$0	\$0	\$729,500	n/a
Average Price per Square Foot .....	\$0	\$0	\$0	\$458	n/a
Properties Sold .....	0	0	0	1	n/a
Properties Pending Sale .....	0	0	0	1	n/a
Properties For Sale .....	1	0	0	2	100.0%
Days on Market (Pending Sale) .....	0	0	0	33	n/a
Month's Supply of Inventory .....	n/a	n/a	n/a	2	n/a
Percent Under Contract .....	0.0%	n/a	n/a	50.0%	n/a
Average Median Price for Last 12 Months	\$129,917	\$852,250	\$852,250	\$852,250	556.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



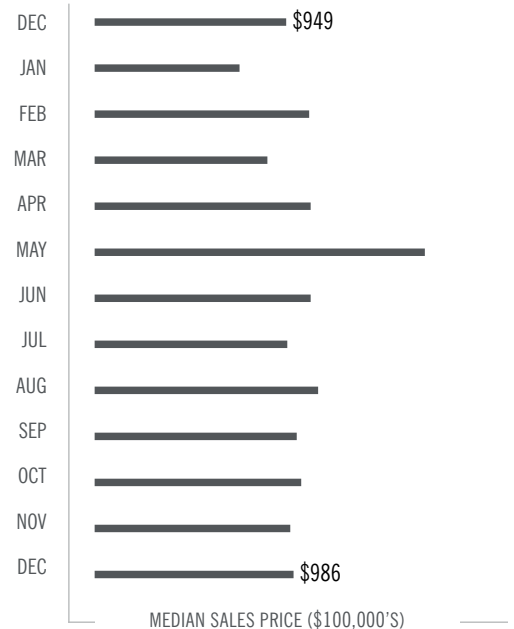
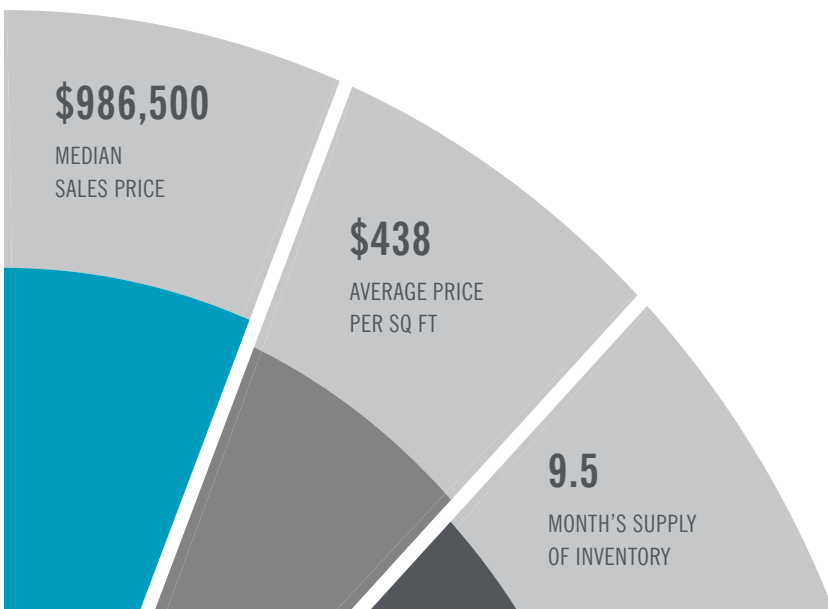
# LANTERN VILLAGE IN DANA POINT

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$949,500	\$1,072,500	\$1,002,500	\$986,500	3.9%
Average Price per Square Foot .....	\$361	\$468	\$529	\$438	21.3%
Properties Sold .....	2	4	6	2	0.0%
Properties Pending Sale .....	1	2	5	4	300.0%
Properties For Sale .....	19	27	33	19	0.0%
Days on Market (Pending Sale) .....	15	36	80	116	673.3%
Month's Supply of Inventory .....	9.5	6.8	5.5	9.5	0.0%
Percent Under Contract .....	5.3%	7.4%	15.2%	21.1%	300.0%
Average Median Price for Last 12 Months	\$934,083	\$1,008,167	\$993,833	\$1,032,692	10.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



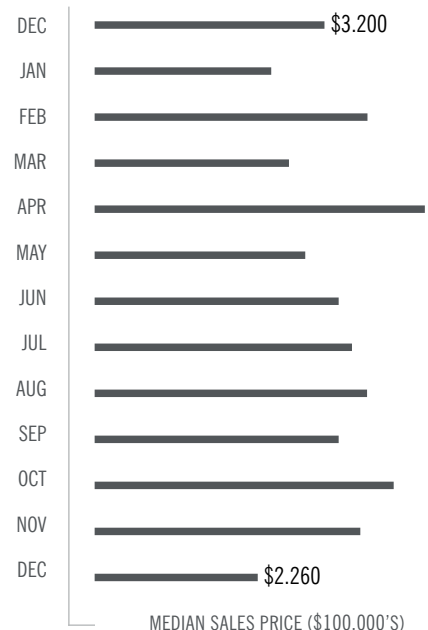
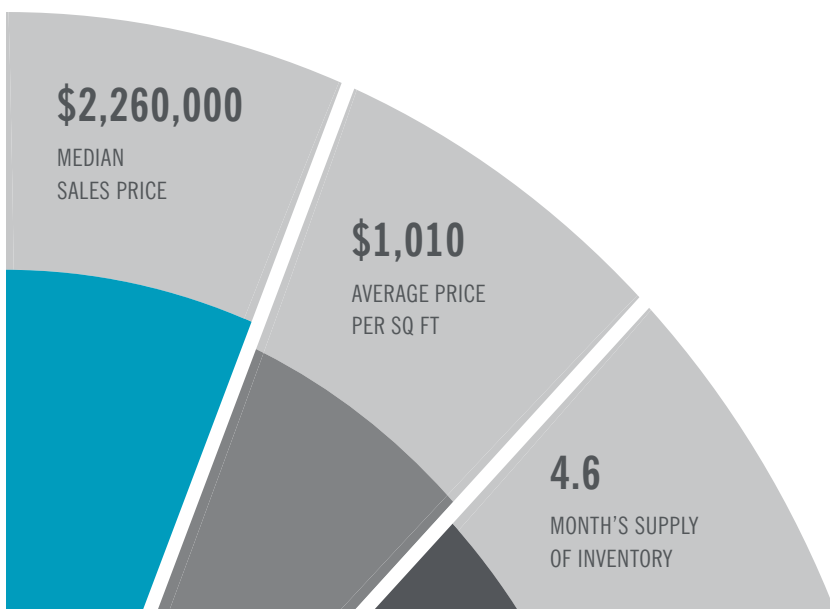
# LOWER NEWPORT BAY - BALBOA ISLAND

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$3,200,000	\$3,400,000	\$3,400,000	\$2,260,000	-29.4%
Average Price per Square Foot .....	\$1,202	\$1,327	\$1,316	\$1,010	-16.0%
Properties Sold .....	7	3	5	5	-28.6%
Properties Pending Sale .....	5	2	11	1	-80.0%
Properties For Sale .....	29	36	40	23	-20.7%
Days on Market (Pending Sale) .....	183	30	30	634	246.4%
Month's Supply of Inventory .....	4.1	12	8	4.6	11.0%
Percent Under Contract .....	17.2%	5.6%	27.5%	4.3%	-74.8%
Average Median Price for Last 12 Months	\$3,131,875	\$3,487,917	\$3,380,000	\$3,386,665	8.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



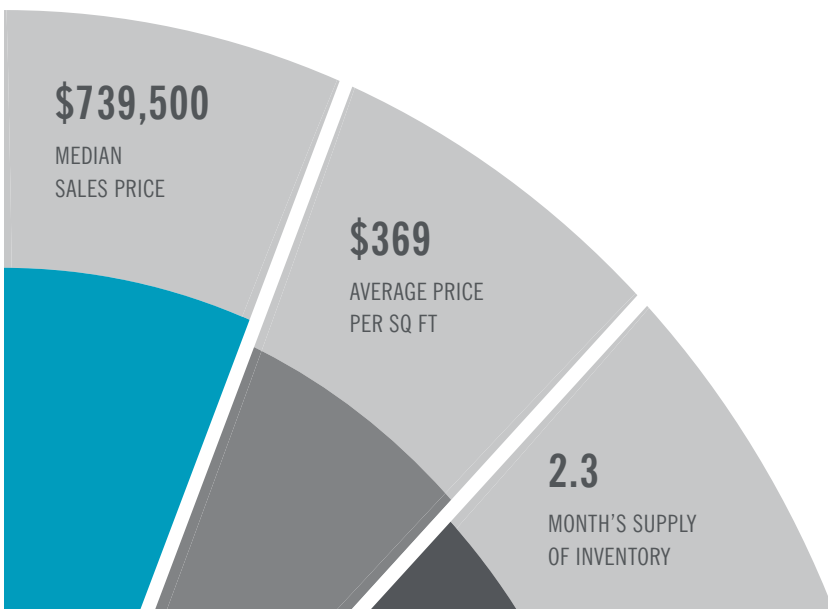
# MISSION VIEJO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$695,000	\$720,000	\$747,500	\$739,500	6.4%
Average Price per Square Foot .....	\$344	\$368	\$358	\$369	7.3%
Properties Sold .....	62	106	86	68	9.7%
Properties Pending Sale .....	54	107	84	68	25.9%
Properties For Sale .....	170	290	224	158	-7.1%
Days on Market (Pending Sale) .....	64	37	50	40	-37.5%
Month's Supply of Inventory .....	2.7	2.7	2.6	2.3	-15.3%
Percent Under Contract .....	31.8%	36.9%	37.5%	43.0%	35.5%
Average Median Price for Last 12 Months	\$685,875	\$741,792	\$736,500	\$731,554	6.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



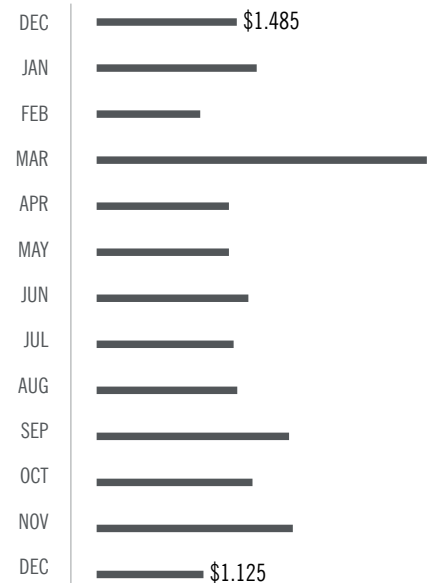
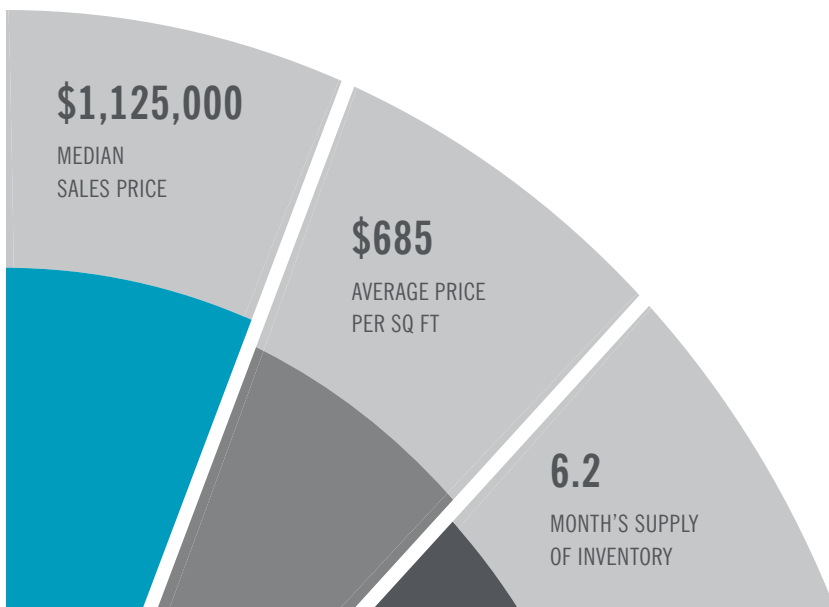
# MONARCH BEACH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,485,000	\$1,610,000	\$2,049,500	\$1,125,000	-24.2%
Average Price per Square Foot .....	\$942	\$775	\$1,003	\$685	-27.3%
Properties Sold .....	9	15	16	9	0.0%
Properties Pending Sale .....	4	16	16	6	50.0%
Properties For Sale .....	67	92	83	56	-16.4%
Days on Market (Pending Sale) .....	156	94	86	78	-50.0%
Month's Supply of Inventory .....	7.4	6.1	5.2	6.2	-16.4%
Percent Under Contract .....	6.0%	17.4%	19.3%	10.7%	79.5%
Average Median Price for Last 12 Months	\$1,711,792	\$1,643,279	\$1,623,167	\$1,698,629	-0.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



MEDIAN SALES PRICE (\$100,000'S)

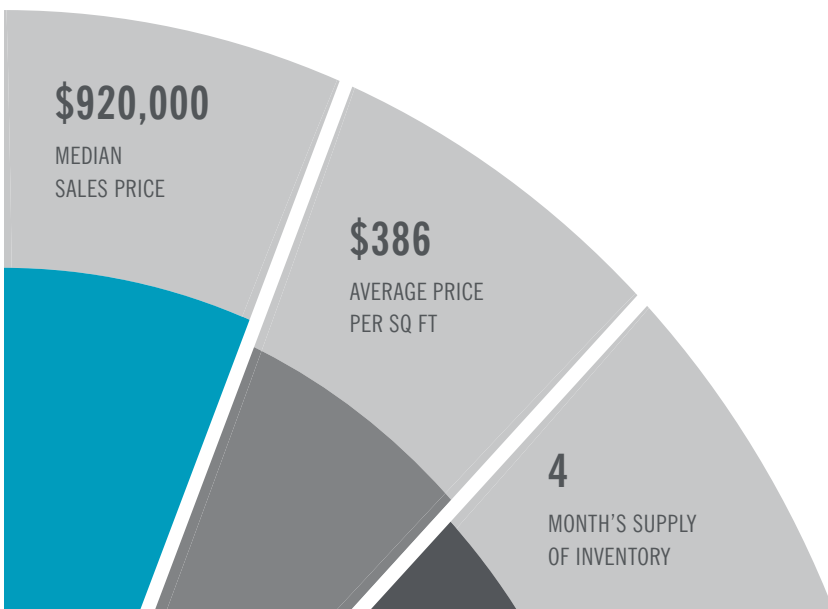
# NELLE GAIL

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$819,000	\$862,500	\$785,000	\$920,000	12.3%
Average Price per Square Foot .....	\$388	\$381	\$378	\$386	-0.5%
Properties Sold .....	16	28	30	15	-6.2%
Properties Pending Sale .....	17	23	28	17	0.0%
Properties For Sale .....	66	105	106	60	-9.1%
Days on Market (Pending Sale) .....	105	31	35	50	-52.4%
Month's Supply of Inventory .....	4.1	3.8	3.5	4	-3.0%
Percent Under Contract .....	25.8%	21.9%	26.4%	28.3%	10.0%
Average Median Price for Last 12 Months	\$811,754	\$846,750	\$861,000	\$851,441	4.9%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



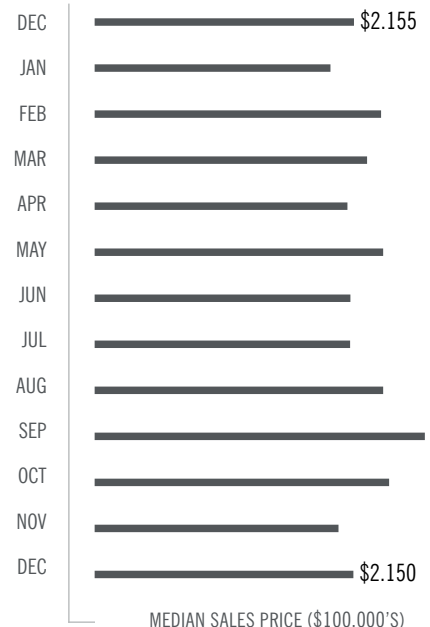
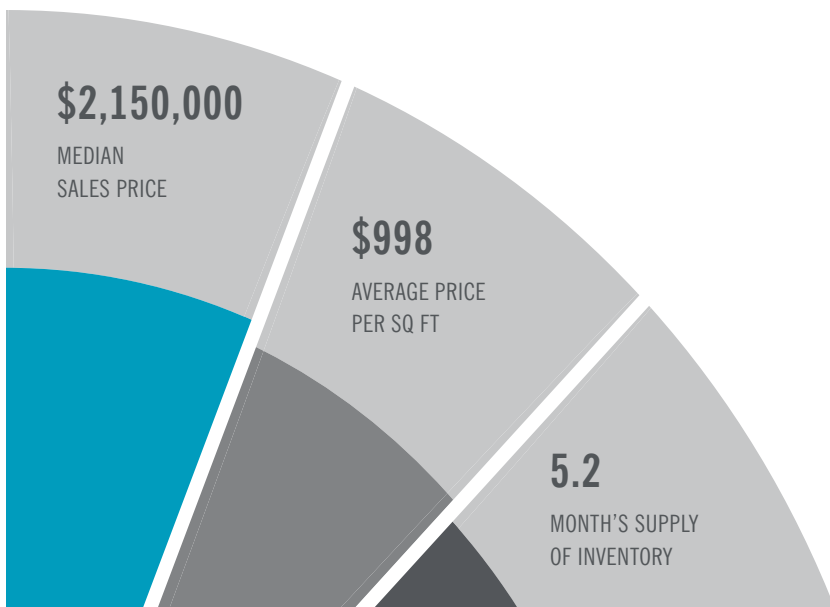
# NEWPORT BEACH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,155,000	\$2,125,000	\$2,750,000	\$2,150,000	-0.2%
Average Price per Square Foot .....	\$916	\$913	\$911	\$998	9.0%
Properties Sold .....	57	62	56	49	-14.0%
Properties Pending Sale .....	39	61	53	31	-20.5%
Properties For Sale .....	276	376	321	253	-8.3%
Days on Market (Pending Sale) .....	104	75	82	96	-7.7%
Month's Supply of Inventory .....	4.8	6.1	5.7	5.2	6.6%
Percent Under Contract .....	14.1%	16.2%	16.5%	12.3%	-13.3%
Average Median Price for Last 12 Months	\$1,971,108	\$2,316,250	\$2,208,333	\$2,252,500	14.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





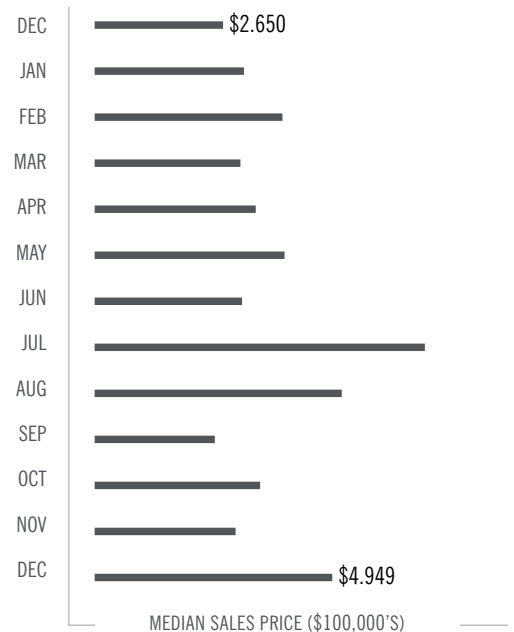
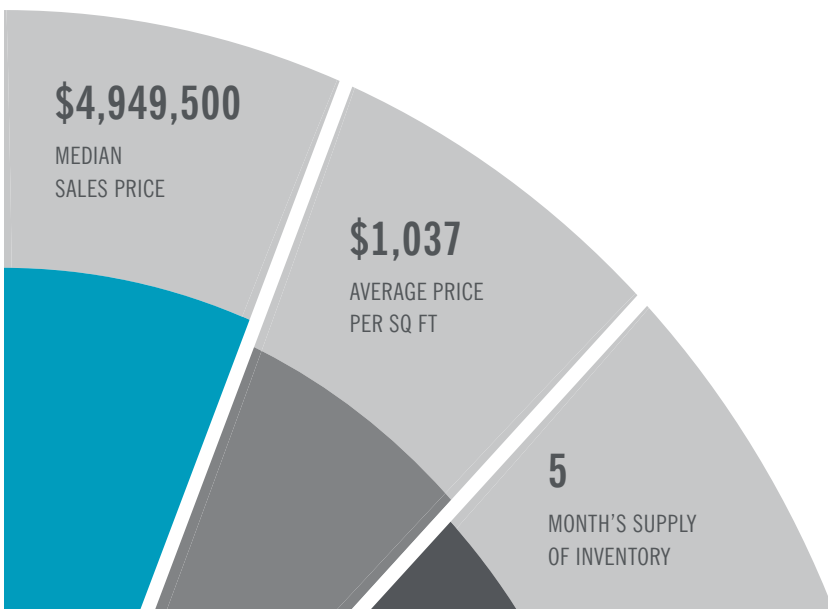
# NEWPORT COAST

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,650,000	\$3,050,000	\$2,475,000	\$4,949,500	86.8%
Average Price per Square Foot .....	\$1,112	\$1,042	\$848	\$1,037	-6.7%
Properties Sold .....	15	17	14	16	6.7%
Properties Pending Sale .....	15	10	13	8	-46.7%
Properties For Sale .....	101	96	107	80	-20.8%
Days on Market (Pending Sale) .....	68	127	107	129	89.7%
Month's Supply of Inventory .....	6.7	5.6	7.6	5	-25.7%
Percent Under Contract .....	14.9%	10.4%	12.1%	10.0%	-32.7%
Average Median Price for Last 12 Months	\$2,728,427	\$4,303,000	\$3,764,333	\$3,754,269	37.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



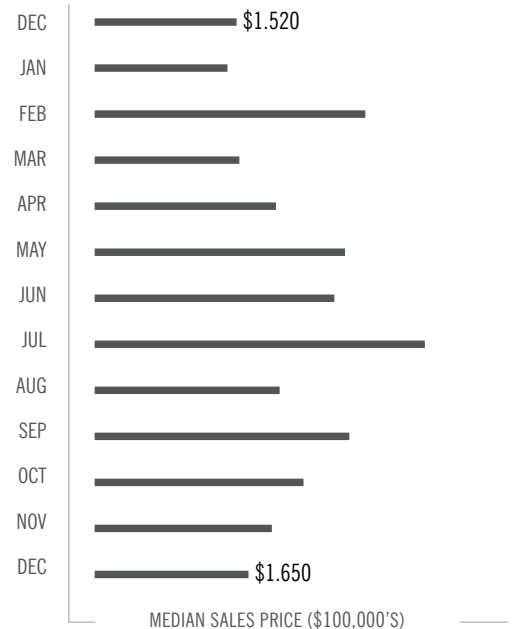
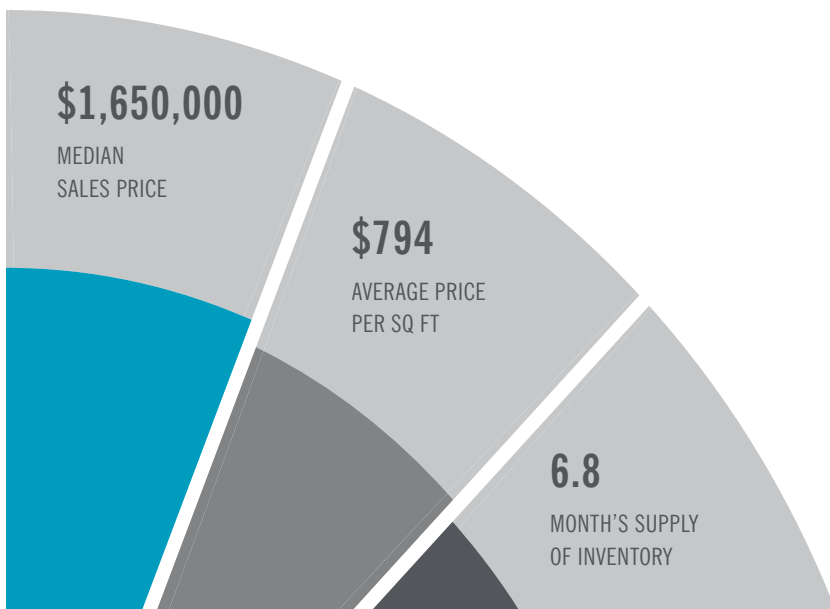
# NEWPORT HEIGHTS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,520,000	\$2,586,500	\$2,750,000	\$1,650,000	8.6%
Average Price per Square Foot .....	\$670	\$594	\$674	\$794	18.5%
Properties Sold .....	2	4	13	5	150.0%
Properties Pending Sale .....	4	4	10	3	-25.0%
Properties For Sale .....	27	44	42	34	25.9%
Days on Market (Pending Sale) .....	142	137	84	61	-57.0%
Month's Supply of Inventory .....	13.5	11	3.2	6.8	-49.6%
Percent Under Contract .....	14.8%	9.1%	23.8%	8.8%	-40.4%
Average Median Price for Last 12 Months	\$1,653,135	\$2,353,083	\$1,934,833	\$2,213,308	33.9%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



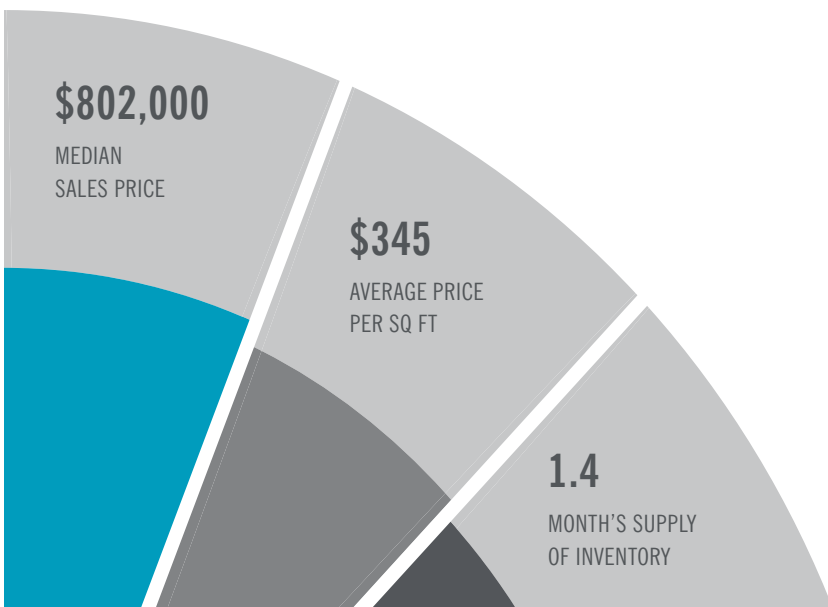
# RANCHO SANTA MARGARITA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$725,000	\$825,000	\$713,500	\$802,000	10.6%
Average Price per Square Foot .....	\$336	\$344	\$342	\$345	2.7%
Properties Sold .....	42	65	32	39	-7.1%
Properties Pending Sale .....	27	52	36	23	-14.8%
Properties For Sale .....	75	137	107	55	-26.7%
Days on Market (Pending Sale) .....	63	35	39	55	-12.7%
Month's Supply of Inventory .....	1.8	2.1	3.3	1.4	-21.0%
Percent Under Contract .....	36.0%	38.0%	33.6%	41.8%	16.2%
Average Median Price for Last 12 Months	\$723,854	\$764,000	\$747,833	\$753,269	4.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



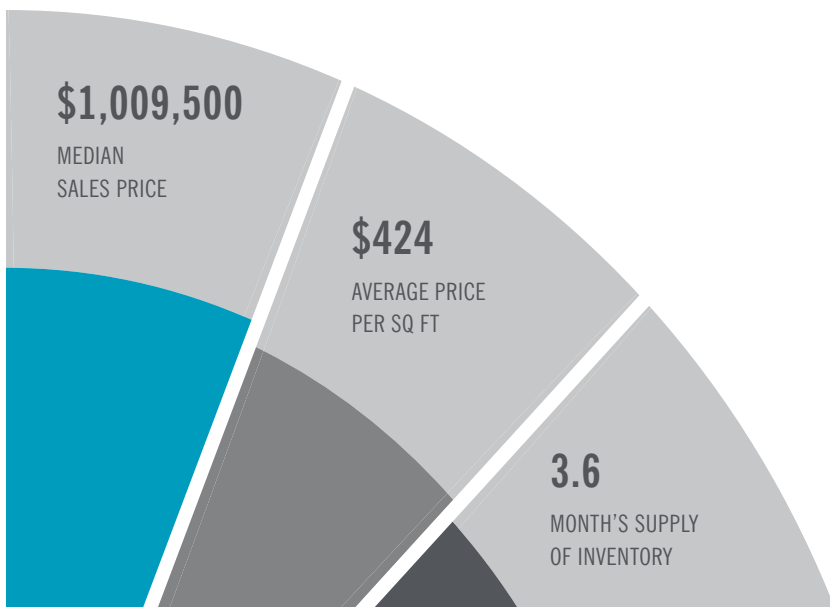
# SAN CLEMENTE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$965,000	\$972,500	\$985,000	\$1,009,500	4.6%
Average Price per Square Foot .....	\$400	\$424	\$435	\$424	6.0%
Properties Sold .....	65	74	81	52	-20.0%
Properties Pending Sale .....	39	73	61	46	17.9%
Properties For Sale .....	212	319	287	189	-10.8%
Days on Market (Pending Sale) .....	80	44	70	65	-18.8%
Month's Supply of Inventory .....	3.3	4.3	3.5	3.6	11.4%
Percent Under Contract .....	18.4%	22.9%	21.3%	24.3%	32.3%
Average Median Price for Last 12 Months	\$924,218	\$981,111	\$989,854	\$968,778	4.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



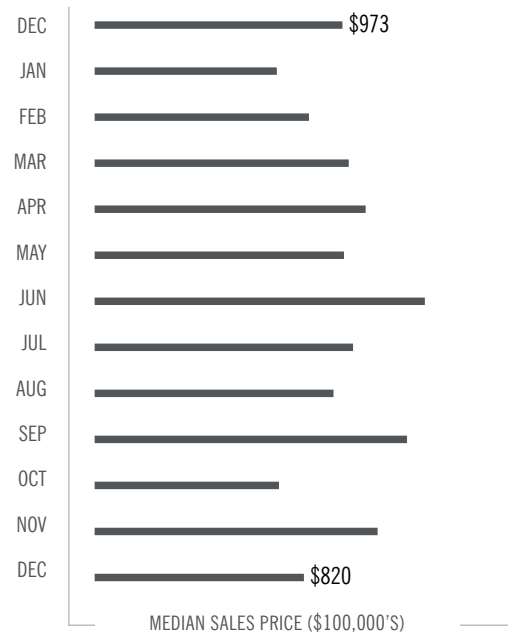
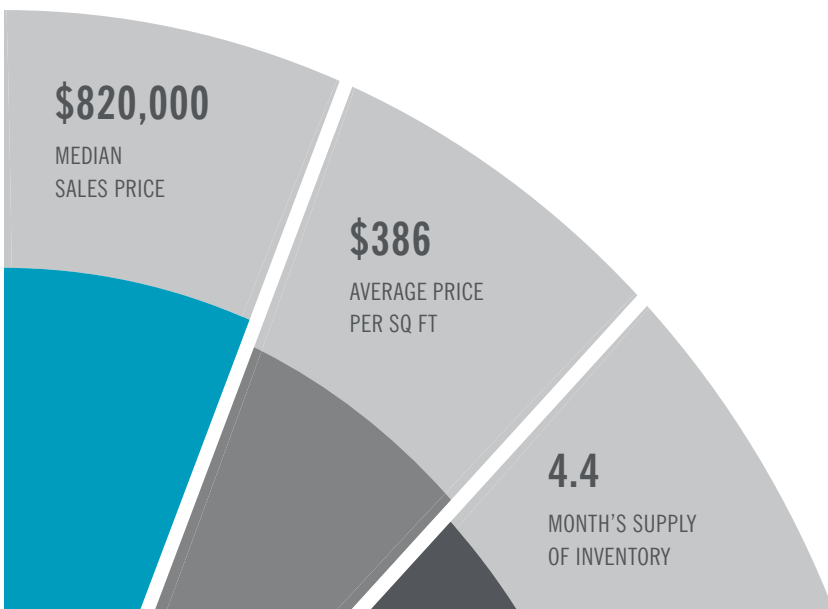
# SAN JUAN CAPISTRANO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$973,000	\$1,300,000	\$1,229,282	\$820,000	-15.7%
Average Price per Square Foot .....	\$387	\$382	\$382	\$386	-0.3%
Properties Sold .....	37	35	32	27	-27.0%
Properties Pending Sale .....	28	49	36	23	-17.9%
Properties For Sale .....	139	188	178	119	-14.4%
Days on Market (Pending Sale) .....	78	50	61	62	-20.5%
Month's Supply of Inventory .....	3.8	5.4	5.6	4.4	17.3%
Percent Under Contract .....	20.1%	26.1%	20.2%	19.3%	-4.1%
Average Median Price for Last 12 Months	\$960,980	\$972,547	\$884,500	\$977,137	1.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



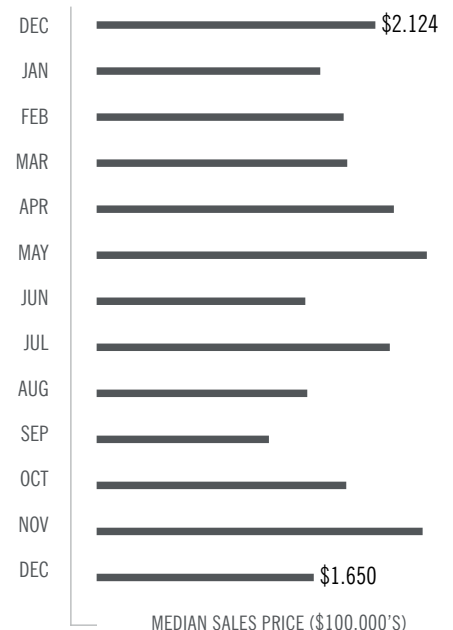
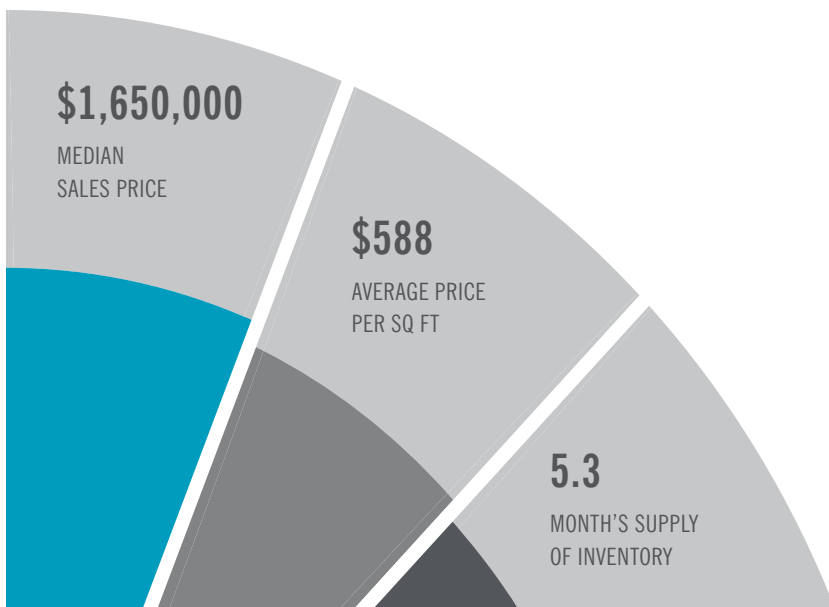
# SHADY CANYON

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,124,000	\$1,585,000	\$1,305,000	\$1,650,000	-22.3%
Average Price per Square Foot .....	\$659	\$655	\$659	\$588	-10.8%
Properties Sold .....	10	11	15	12	20.0%
Properties Pending Sale .....	14	13	12	9	-35.7%
Properties For Sale .....	90	96	87	64	-28.9%
Days on Market (Pending Sale) .....	102	59	93	59	-42.2%
Month's Supply of Inventory .....	9	8.7	5.8	5.3	-40.7%
Percent Under Contract .....	15.6%	13.5%	13.8%	14.1%	-9.6%
Average Median Price for Last 12 Months	\$1,846,542	\$1,862,931	\$2,012,500	\$1,935,415	4.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



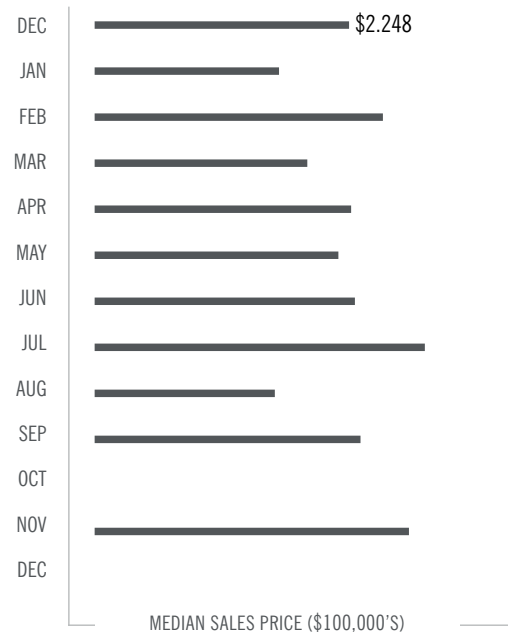
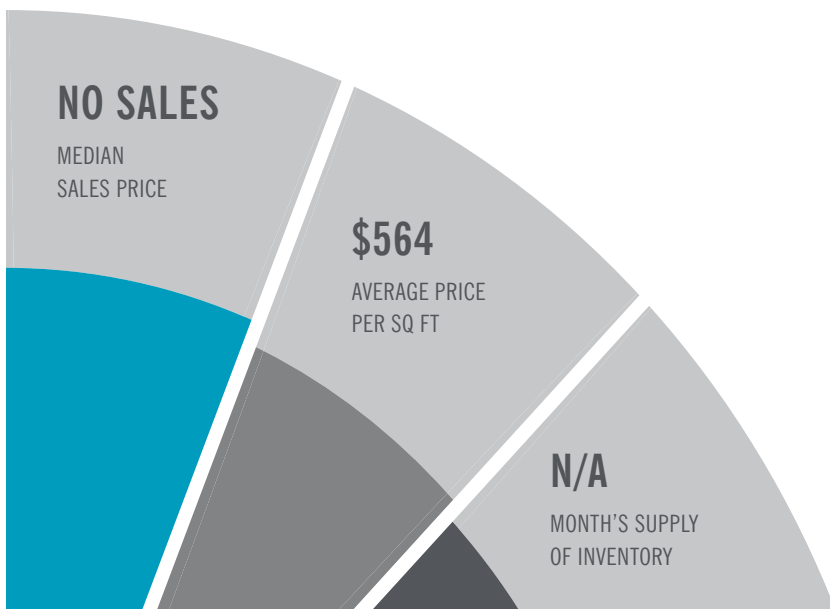
# TURTLE RIDGE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,248,000	\$2,300,000	\$2,350,000	\$0	-100.0%
Average Price per Square Foot .....	\$655	\$628	\$671	\$564	-13.9%
Properties Sold .....	3	1	3	0	-100.0%
Properties Pending Sale .....	4	1	0	1	-75.0%
Properties For Sale .....	26	24	26	19	-26.9%
Days on Market (Pending Sale) .....	64	83	0	171	167.2%
Month's Supply of Inventory .....	8.7	24	8.7	n/a	n/a
Percent Under Contract .....	15.4%	4.2%	0.0%	5.3%	-65.8%
Average Median Price for Last 12 Months	\$2,290,138	\$2,410,500	\$2,782,500	\$2,241,483	-2.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



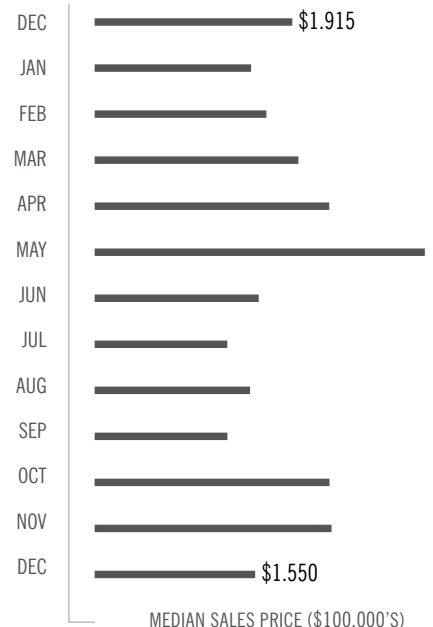
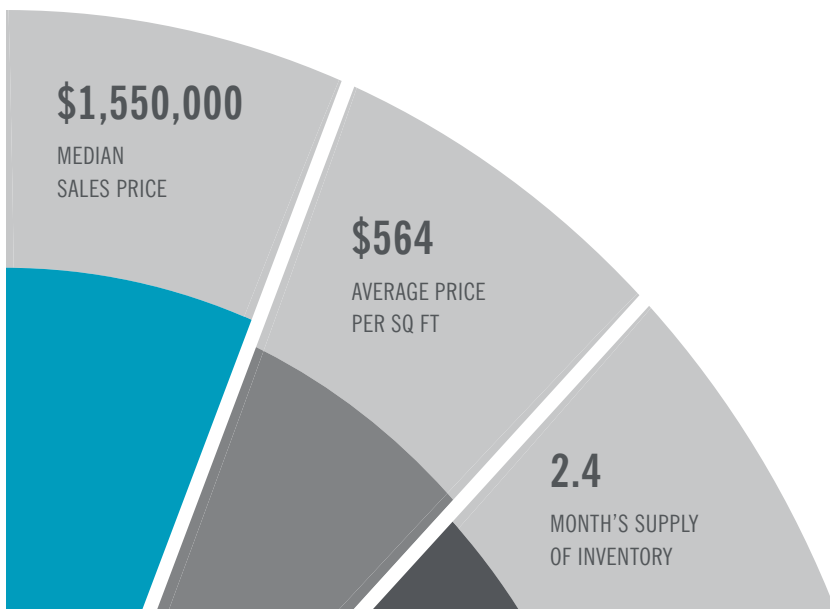
# TURTLE ROCK

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,915,000	\$1,585,000	\$1,277,500	\$1,550,000	-19.1%
Average Price per Square Foot .....	\$653	\$668	\$618	\$564	-13.6%
Properties Sold .....	8	9	9	7	-12.5%
Properties Pending Sale .....	6	10	7	5	-16.7%
Properties For Sale .....	53	54	27	17	-67.9%
Days on Market (Pending Sale) .....	135	85	75	46	-65.9%
Month's Supply of Inventory .....	6.6	6	3	2.4	-63.3%
Percent Under Contract .....	11.3%	18.5%	25.9%	29.4%	159.8%
Average Median Price for Last 12 Months	\$1,863,917	\$1,697,417	\$2,043,333	\$1,871,011	0.4%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





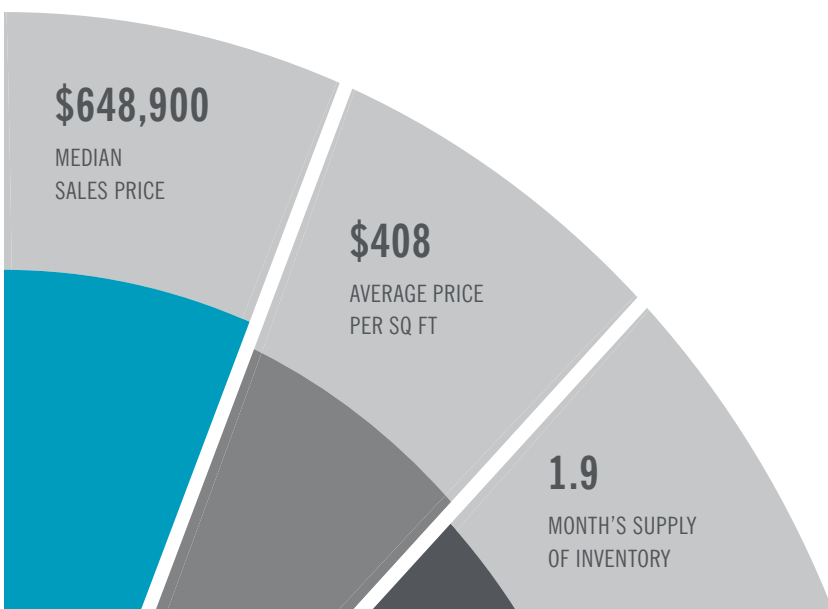
# WESTMINSTER

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$592,000	\$638,000	\$621,000	\$648,900	9.6%
Average Price per Square Foot .....	\$404	\$365	\$393	\$408	1.0%
Properties Sold .....	40	43	33	29	-27.5%
Properties Pending Sale .....	21	47	33	23	9.5%
Properties For Sale .....	60	94	77	56	-6.7%
Days on Market (Pending Sale) .....	30	27	31	26	-13.3%
Month's Supply of Inventory .....	1.5	2.2	2.3	1.9	28.7%
Percent Under Contract .....	35.0%	50.0%	42.9%	41.1%	17.3%
Average Median Price for Last 12 Months	\$597,500	\$640,817	\$645,300	\$631,646	5.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

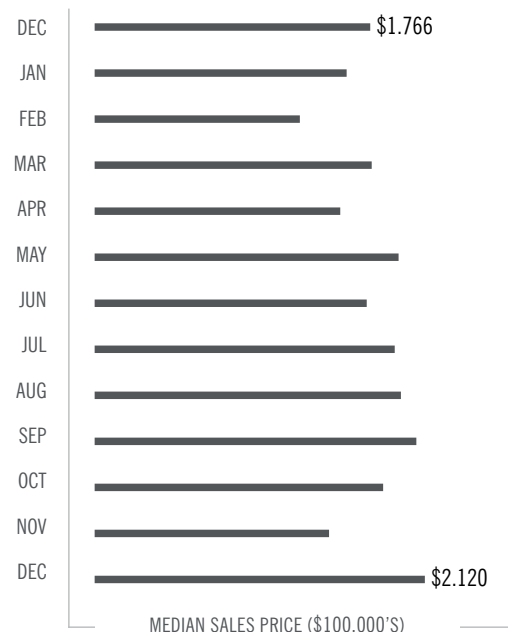
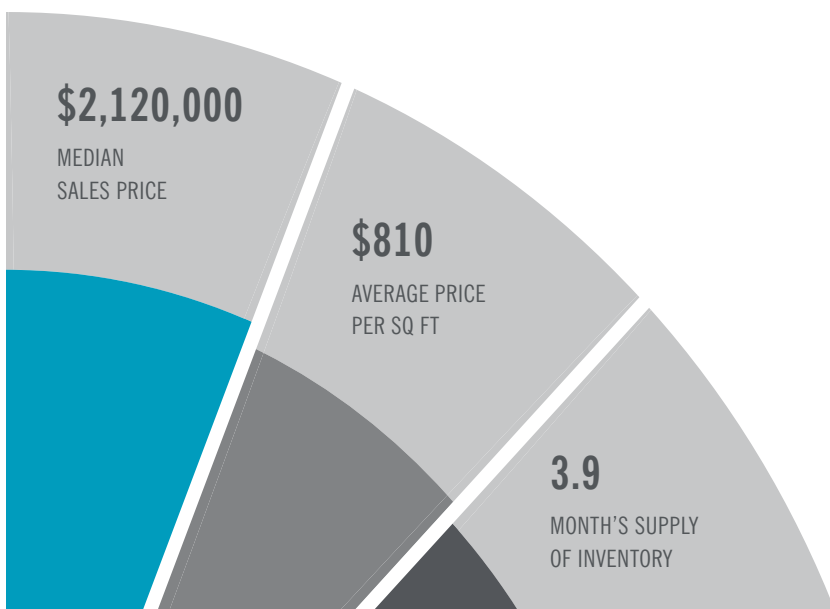


# WEST BAY - SANTA ANA HEIGHTS

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,766,500	\$1,743,750	\$2,065,000	\$2,120,000	20.0%
Average Price per Square Foot .....	\$639	\$697	\$815	\$810	26.8%
Properties Sold .....	11	14	9	10	-9.1%
Properties Pending Sale .....	9	20	7	6	-33.3%
Properties For Sale .....	49	67	46	39	-20.4%
Days on Market (Pending Sale) .....	115	61	83	66	-42.6%
Month's Supply of Inventory .....	4.5	4.8	5.1	3.9	-12.4%
Percent Under Contract .....	18.4%	29.9%	15.2%	15.4%	-16.2%
Average Median Price for Last 12 Months	\$1,606,375	\$1,904,167	\$1,823,333	\$1,781,423	10.9%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



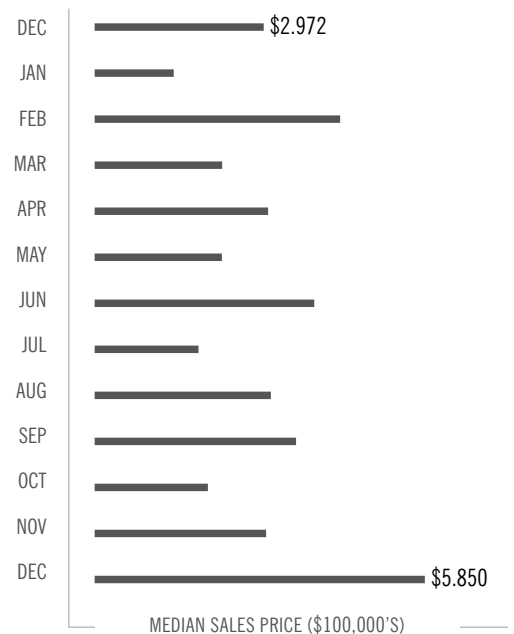
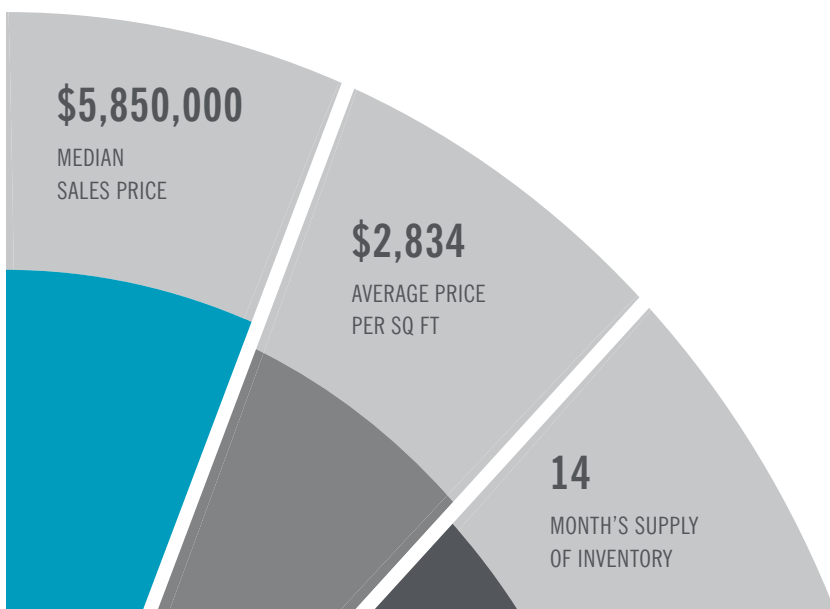
# WEST NEWPORT - LIDO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,972,500	\$3,875,000	\$3,550,000	\$5,850,000	96.8%
Average Price per Square Foot .....	\$1,438	\$1,545	\$1,207	\$2,834	97.1%
Properties Sold .....	14	9	7	3	-78.6%
Properties Pending Sale .....	6	9	5	3	-50.0%
Properties For Sale .....	53	63	48	42	-20.8%
Days on Market (Pending Sale) .....	58	116	180	61	5.2%
Month's Supply of Inventory .....	3.8	7	6.9	14	269.8%
Percent Under Contract .....	11.3%	14.3%	10.4%	7.1%	-36.9%
Average Median Price for Last 12 Months	\$2,459,333	\$3,216,250	\$3,613,333	\$3,027,115	23.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



# SANTA BARBARA COUNTY

CARPINTERIA

GOLETA

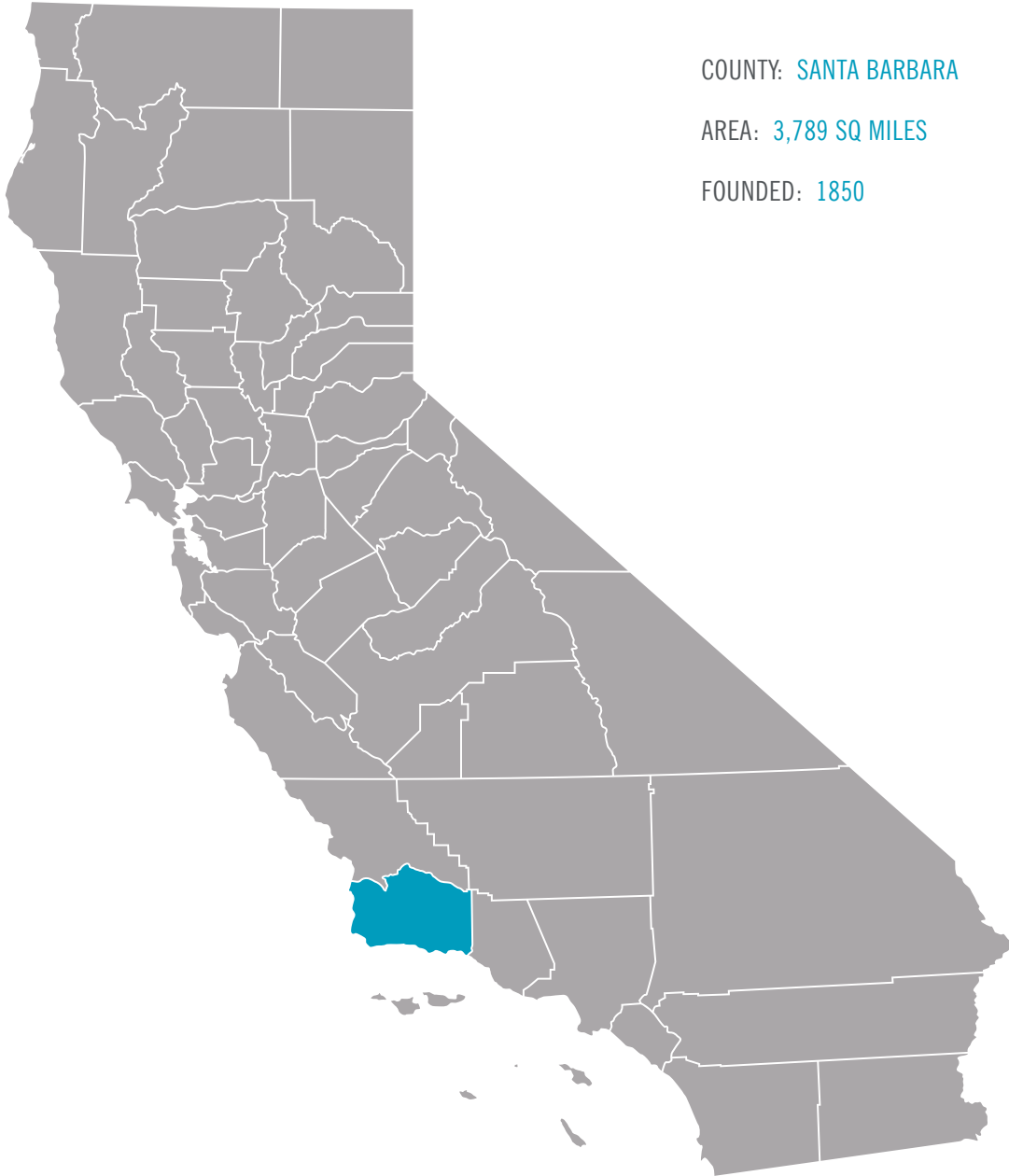
HOPE RANCH

MONTECITO

SANTA BARBARA EAST OF STATE

SANTA BARBARA WEST OF STATE

SANTA YNEZ



COUNTY: SANTA BARBARA

AREA: 3,789 SQ MILES

FOUNDED: 1850

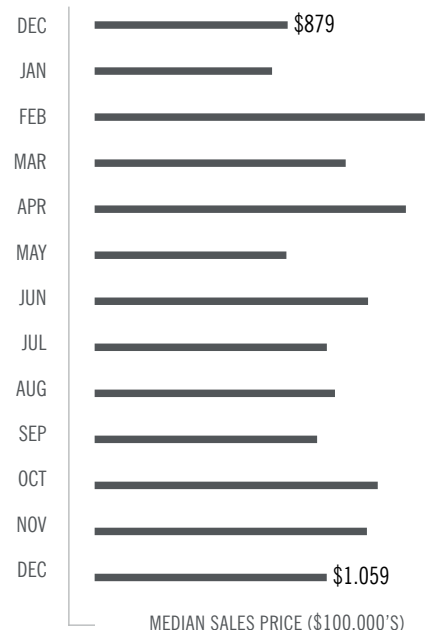
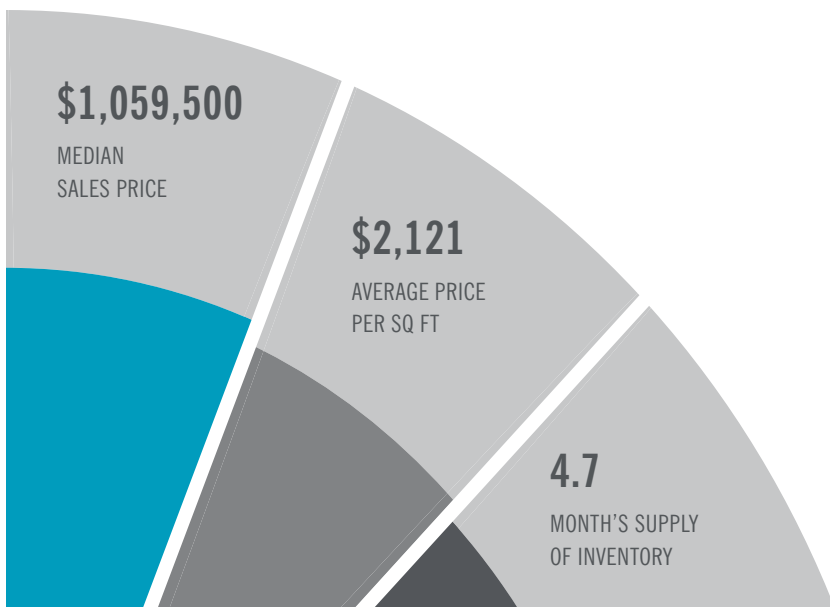
# CARPINTERIA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$879,000	\$1,250,250	\$1,015,000	\$1,059,500	20.5%
Average Price per Square Foot .....	\$964	\$1,753	\$734	\$2,121	120.0%
Properties Sold .....	7	10	5	6	-14.3%
Properties Pending Sale .....	4	7	4	2	-50.0%
Properties For Sale .....	34	39	39	28	-17.6%
Days on Market (Pending Sale) .....	58	51	33	62	6.9%
Month's Supply of Inventory .....	4.9	3.9	7.8	4.7	-3.9%
Percent Under Contract .....	11.8%	17.9%	10.3%	7.1%	-39.3%
Average Median Price for Last 12 Months	\$1,015,181	\$1,128,667	\$1,199,833	\$1,128,154	11.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



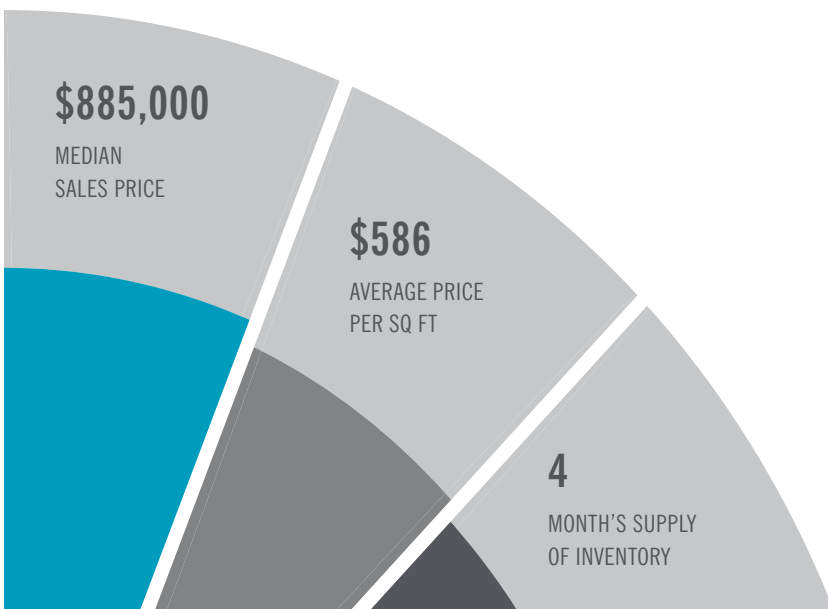
# GOLETA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$818,250	\$870,000	\$818,000	\$885,000	8.2%
Average Price per Square Foot .....	\$622	\$529	\$594	\$586	-5.8%
Properties Sold .....	14	15	11	6	-57.1%
Properties Pending Sale .....	8	14	9	6	-25.0%
Properties For Sale .....	34	38	32	24	-29.4%
Days on Market (Pending Sale) .....	72	34	37	28	-61.1%
Month's Supply of Inventory .....	2.4	2.5	2.9	4	64.7%
Percent Under Contract .....	23.5%	36.8%	28.1%	25.0%	6.2%
Average Median Price for Last 12 Months	\$835,877	\$880,792	\$899,667	\$850,087	1.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

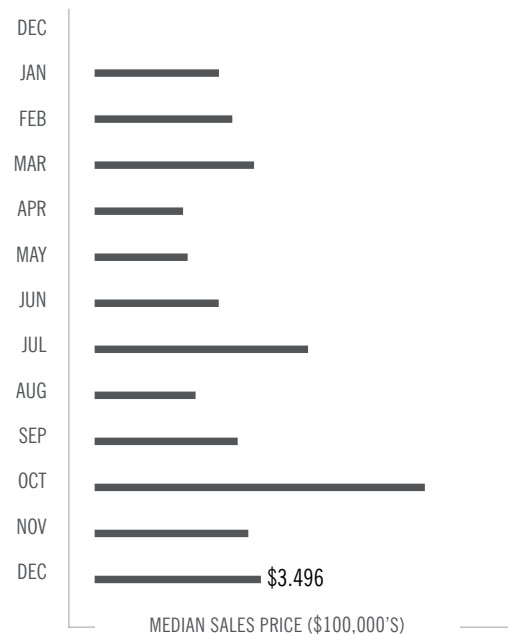
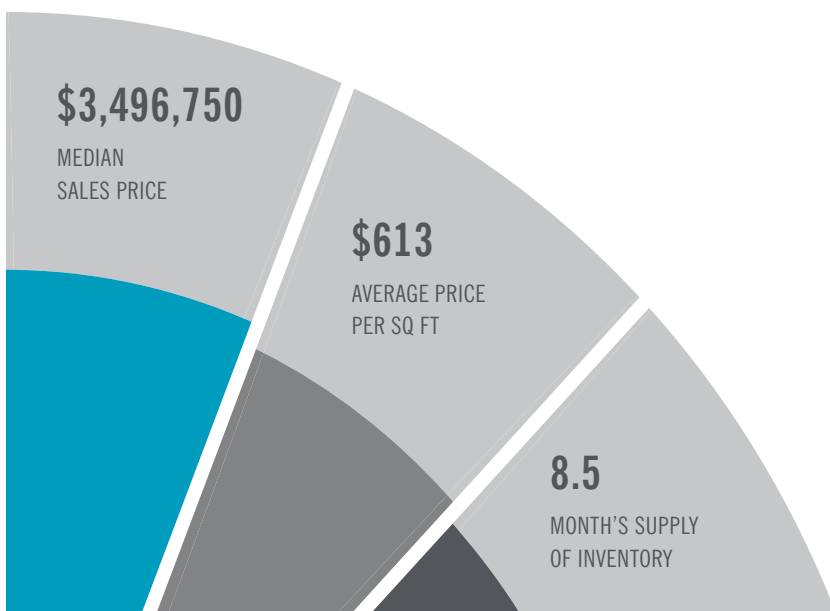


# HOPE RANCH

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$0	\$2,595,000	\$3,000,000	\$3,496,750	n/a
Average Price per Square Foot .....	\$0	\$764	\$484	\$613	n/a
Properties Sold .....	0	4	1	4	n/a
Properties Pending Sale .....	8	2	2	2	-75.0%
Properties For Sale .....	41	33	38	34	-17.1%
Days on Market (Pending Sale) .....	186	228	122	78	-58.1%
Month's Supply of Inventory .....	n/a	8.2	38	8.5	n/a
Percent Under Contract .....	19.5%	6.1%	5.3%	5.9%	-69.9%
Average Median Price for Last 12 Months	\$2,951,667	\$3,888,042	\$4,574,750	\$3,210,151	8.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





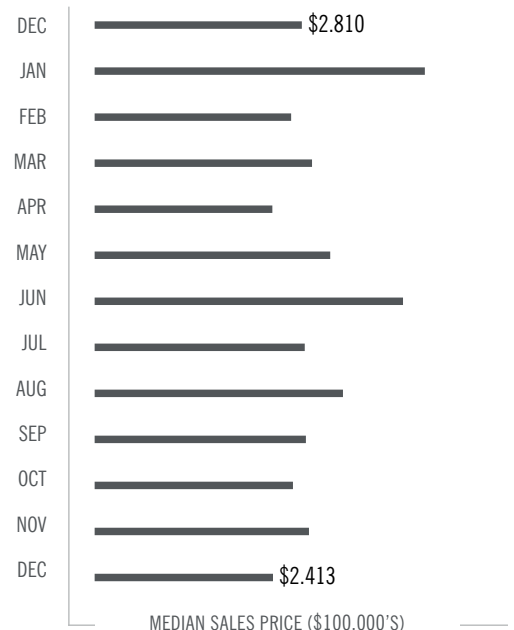
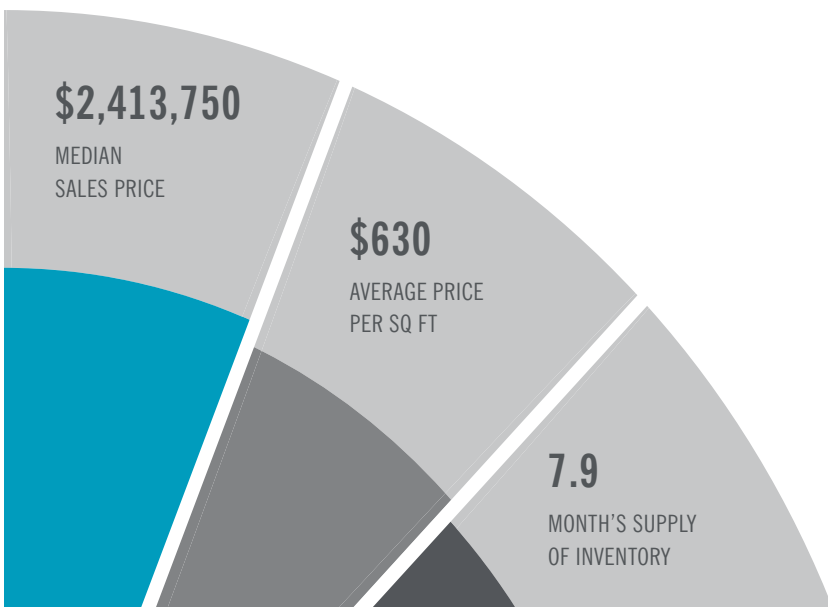
# MONTECITO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,810,000	\$4,200,000	\$2,865,760	\$2,413,750	-14.1%
Average Price per Square Foot .....	\$843	\$1,043	\$868	\$630	-25.3%
Properties Sold .....	14	17	15	16	14.3%
Properties Pending Sale .....	14	14	11	5	-64.3%
Properties For Sale .....	167	179	169	126	-24.6%
Days on Market (Pending Sale) .....	183	118	128	67	-63.4%
Month's Supply of Inventory .....	11.9	10.5	11.3	7.9	-34.0%
Percent Under Contract .....	8.4%	7.8%	6.5%	4.0%	-52.7%
Average Median Price for Last 12 Months	\$2,980,000	\$2,850,077	\$2,669,900	\$3,063,728	2.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



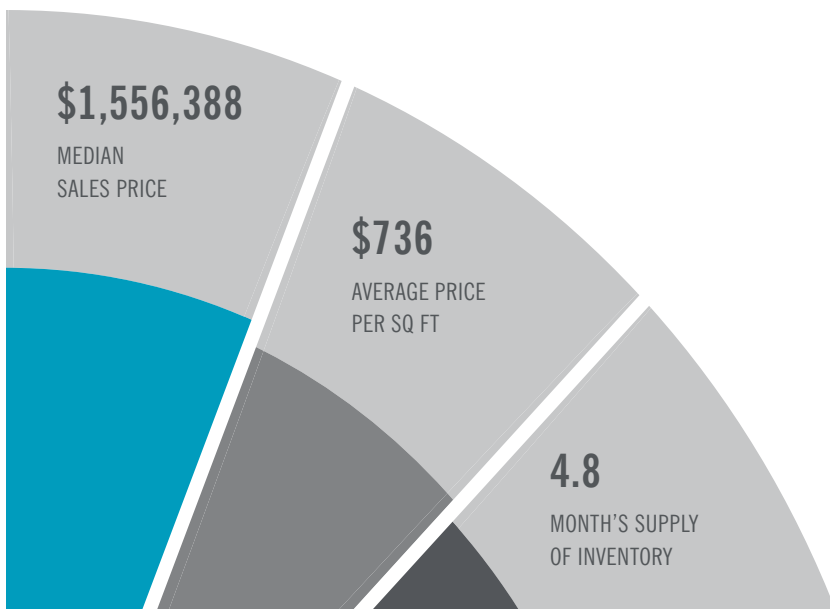
# SANTA BARBARA EAST OF STATE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,334,329	\$1,442,000	\$1,567,000	\$1,556,388	16.6%
Average Price per Square Foot .....	\$584	\$676	\$715	\$736	26.0%
Properties Sold .....	28	42	26	20	-28.6%
Properties Pending Sale .....	29	35	28	14	-51.7%
Properties For Sale .....	122	138	118	96	-21.3%
Days on Market (Pending Sale) .....	87	40	58	50	-42.5%
Month's Supply of Inventory .....	4.4	3.3	4.5	4.8	10.2%
Percent Under Contract .....	23.8%	25.4%	23.7%	14.6%	-38.6%
Average Median Price for Last 12 Months	\$1,270,205	\$1,395,898	\$1,426,629	\$1,380,658	8.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



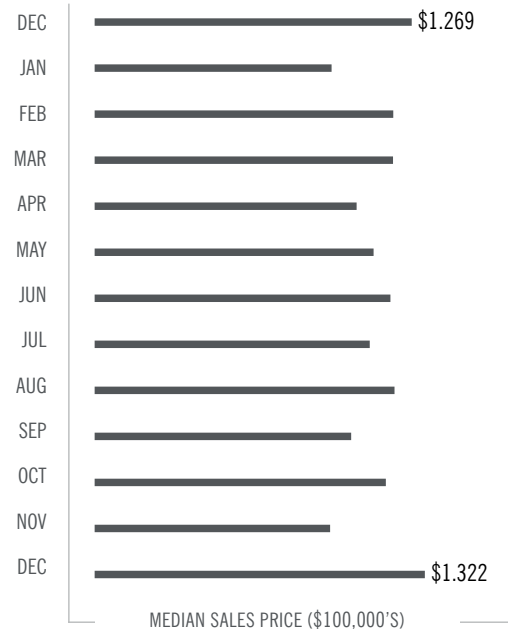
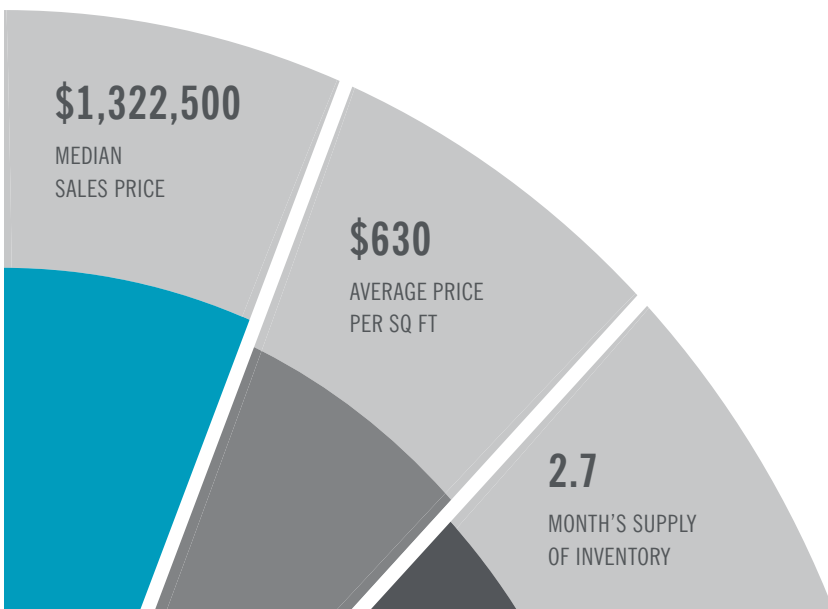
# SANTA BARBARA WEST OF STATE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,269,500	\$1,183,500	\$1,025,000	\$1,322,500	4.2%
Average Price per Square Foot .....	\$749	\$663	\$684	\$630	-15.9%
Properties Sold .....	16	22	24	16	0.0%
Properties Pending Sale .....	12	23	25	9	-25.0%
Properties For Sale .....	71	76	69	43	-39.4%
Days on Market (Pending Sale) .....	59	53	60	50	-15.3%
Month's Supply of Inventory .....	4.4	3.5	2.9	2.7	-39.4%
Percent Under Contract .....	16.9%	30.3%	36.2%	20.9%	23.8%
Average Median Price for Last 12 Months	\$1,091,396	\$1,125,417	\$1,142,500	\$1,130,992	3.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



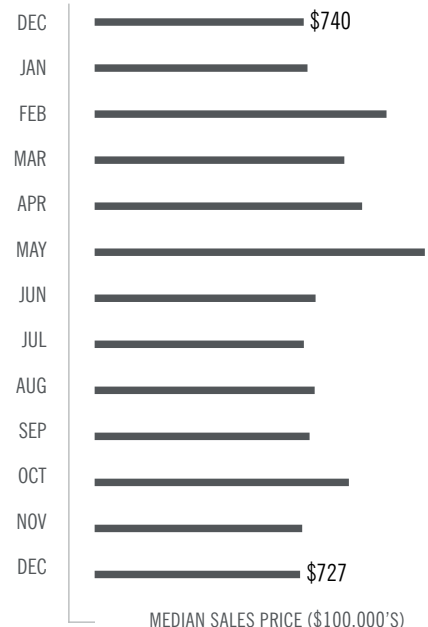
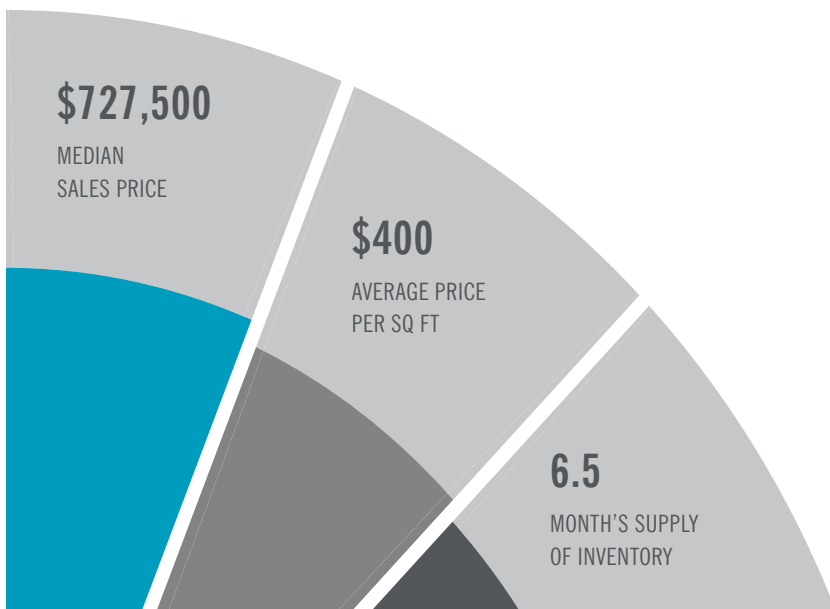
# SANTA YNEZ

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$740,540	\$783,000	\$761,500	\$727,500	-1.8%
Average Price per Square Foot .....	\$335	\$440	\$398	\$400	19.4%
Properties Sold .....	12	25	23	18	50.0%
Properties Pending Sale .....	9	18	20	10	11.1%
Properties For Sale .....	129	167	163	117	-9.3%
Days on Market (Pending Sale) .....	146	83	161	67	-54.1%
Month's Supply of Inventory .....	10.8	6.7	7.1	6.5	-39.5%
Percent Under Contract .....	7.0%	10.8%	12.3%	8.5%	22.5%
Average Median Price for Last 12 Months	\$756,624	\$774,542	\$788,333	\$844,112	11.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





# MONTEREY COUNTY

CARMEL

PACIFIC GROVE

CARMEL VALLEY

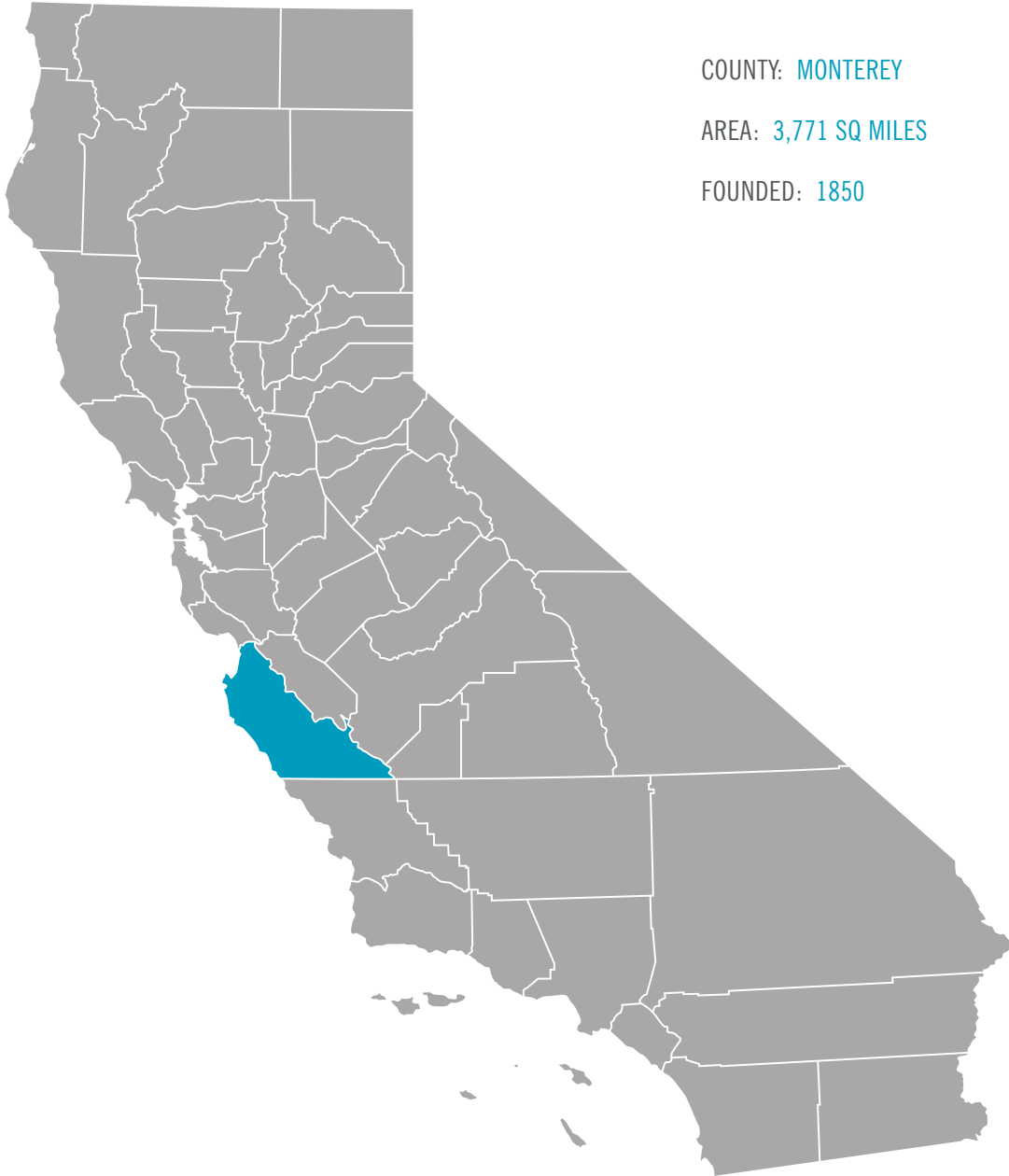
PEBBLE BEACH

MARINA

SALINAS

MONTEREY

SEASIDE



COUNTY: MONTEREY

AREA: 3,771 SQ MILES

FOUNDED: 1850

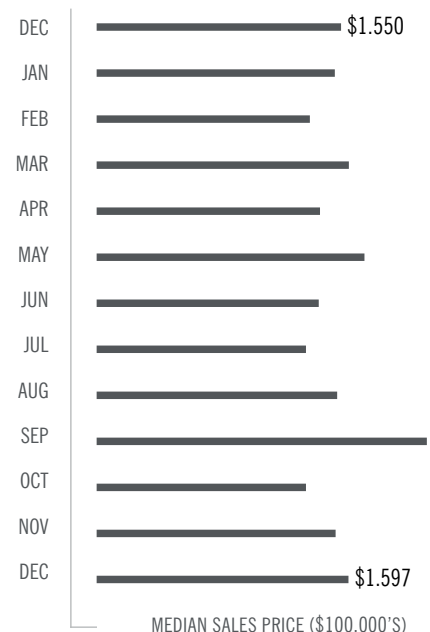
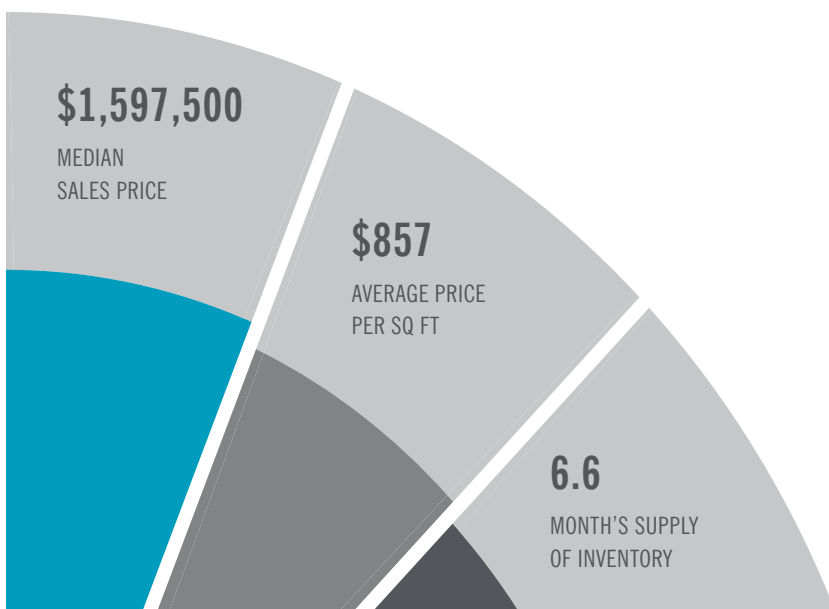
# CARMEL

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,550,000	\$1,406,900	\$2,100,000	\$1,597,500	3.1%
Average Price per Square Foot .....	\$786	\$891	\$979	\$857	9.0%
Properties Sold .....	18	30	17	20	11.1%
Properties Pending Sale .....	20	22	26	18	-10.0%
Properties For Sale .....	148	194	189	133	-10.1%
Days on Market (Pending Sale) .....	134	45	79	194	44.8%
Month's Supply of Inventory .....	8.2	6.5	11.1	6.6	-19.1%
Percent Under Contract .....	13.5%	11.3%	13.8%	13.5%	0.2%
Average Median Price for Last 12 Months	\$1,453,750	\$1,564,583	\$1,479,167	\$1,532,262	5.4%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





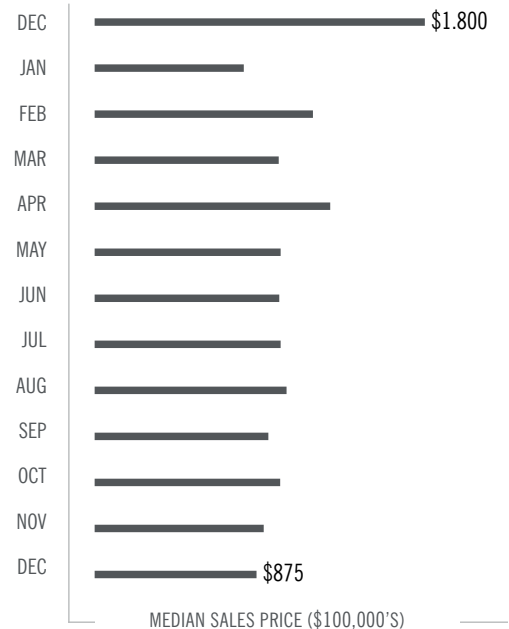
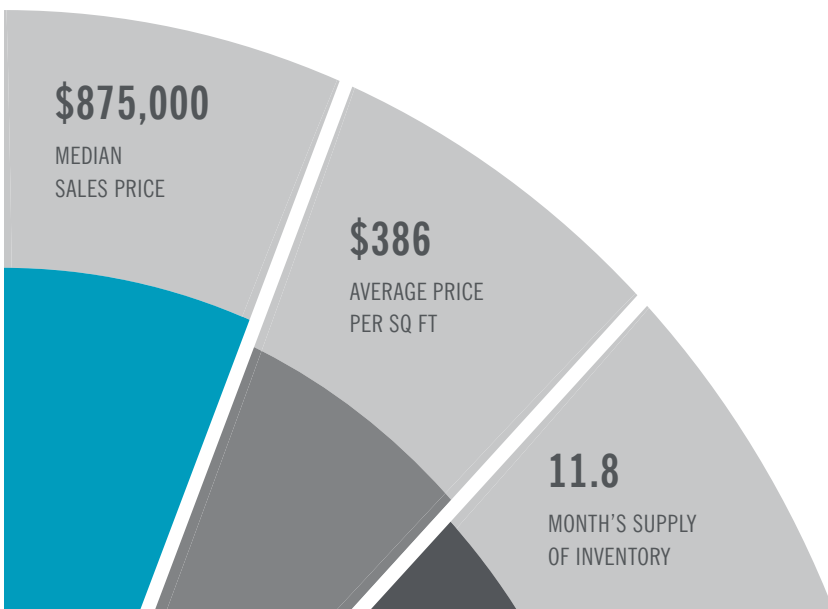
# CARMEL VALLEY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,800,000	\$1,000,000	\$940,000	\$875,000	-51.4%
Average Price per Square Foot .....	\$507	\$518	\$426	\$386	-23.9%
Properties Sold .....	5	10	11	5	0.0%
Properties Pending Sale .....	4	12	11	8	100.0%
Properties For Sale .....	59	69	70	59	0.0%
Days on Market (Pending Sale) .....	41	64	69	114	178.0%
Month's Supply of Inventory .....	11.8	6.9	6.4	11.8	0.0%
Percent Under Contract .....	6.8%	17.4%	15.7%	13.6%	100.0%
Average Median Price for Last 12 Months	\$1,100,625	\$963,658	\$931,500	\$1,065,881	-3.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



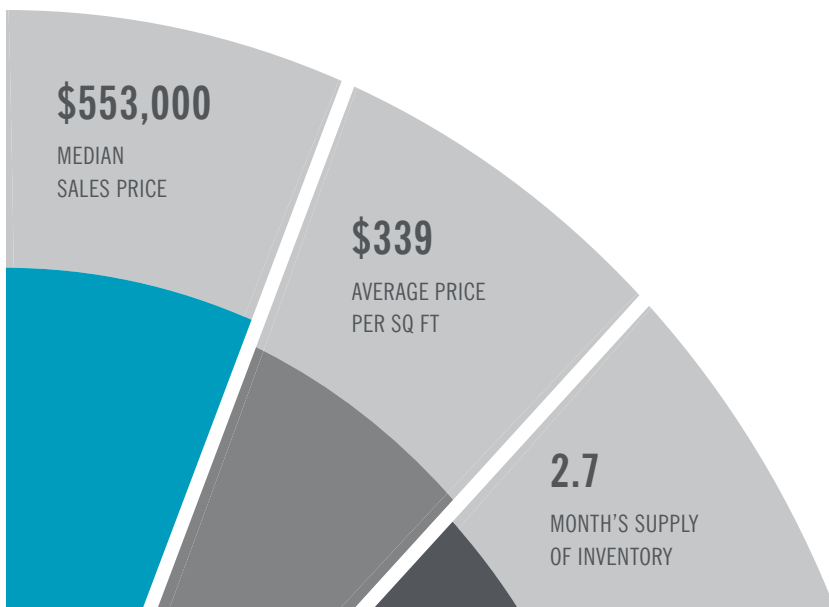
# MARINA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$499,500	\$561,250	\$567,500	\$553,000	10.7%
Average Price per Square Foot .....	\$330	\$321	\$332	\$339	2.7%
Properties Sold .....	10	20	18	15	50.0%
Properties Pending Sale .....	7	16	14	14	100.0%
Properties For Sale .....	27	51	46	41	51.9%
Days on Market (Pending Sale) .....	64	30	51	76	18.8%
Month's Supply of Inventory .....	2.7	2.6	2.6	2.7	1.2%
Percent Under Contract .....	25.9%	31.4%	30.4%	34.1%	31.7%
Average Median Price for Last 12 Months	\$486,333	\$562,542	\$566,000	\$542,882	11.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



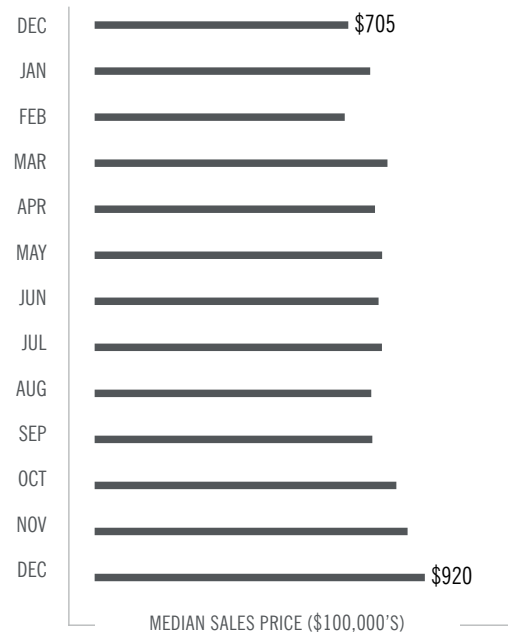
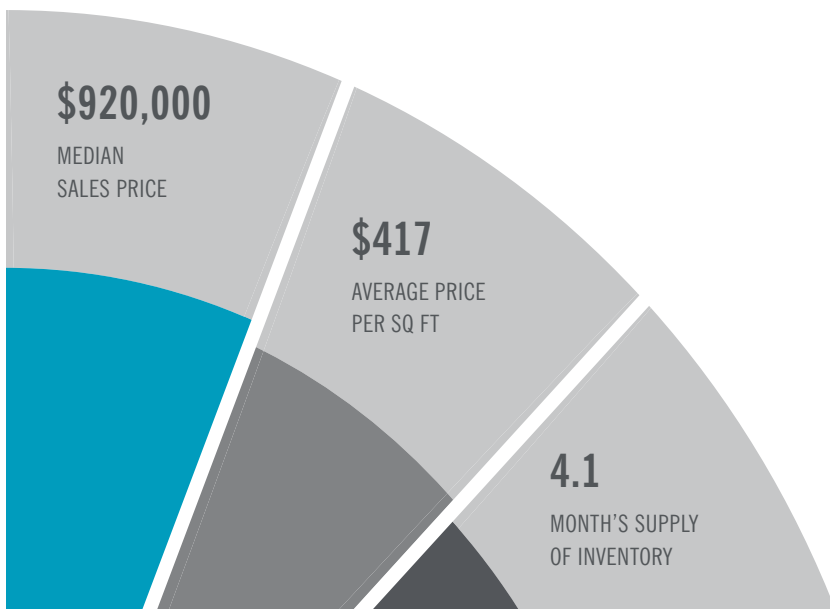
# MONTEREY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$705,000	\$790,000	\$772,500	\$920,000	30.5%
Average Price per Square Foot .....	\$430	\$470	\$450	\$417	-3.0%
Properties Sold .....	19	20	14	20	5.3%
Properties Pending Sale .....	12	27	27	12	0.0%
Properties For Sale .....	71	99	116	82	15.5%
Days on Market (Pending Sale) .....	85	43	96	80	-5.9%
Month's Supply of Inventory .....	3.7	5	8.3	4.1	9.7%
Percent Under Contract .....	16.9%	27.3%	23.3%	14.6%	-13.4%
Average Median Price for Last 12 Months	\$757,863	\$828,833	\$877,167	\$794,192	4.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



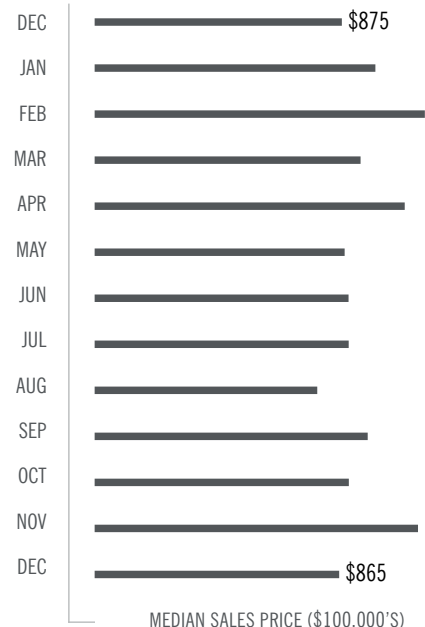
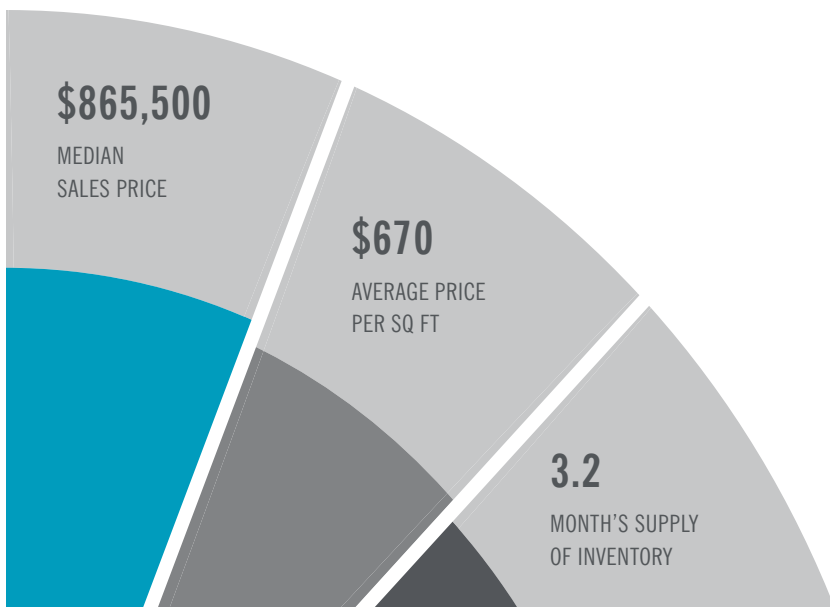
# PACIFIC GROVE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$875,000	\$899,000	\$967,500	\$865,500	-1.1%
Average Price per Square Foot .....	\$497	\$602	\$703	\$670	34.8%
Properties Sold .....	14	25	12	12	-14.3%
Properties Pending Sale .....	7	18	10	9	28.6%
Properties For Sale .....	48	54	47	38	-20.8%
Days on Market (Pending Sale) .....	60	49	65	84	40.0%
Month's Supply of Inventory .....	3.4	2.2	3.9	3.2	-7.6%
Percent Under Contract .....	14.6%	33.3%	21.3%	23.7%	62.4%
Average Median Price for Last 12 Months	\$852,875	\$927,833	\$971,000	\$956,538	12.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



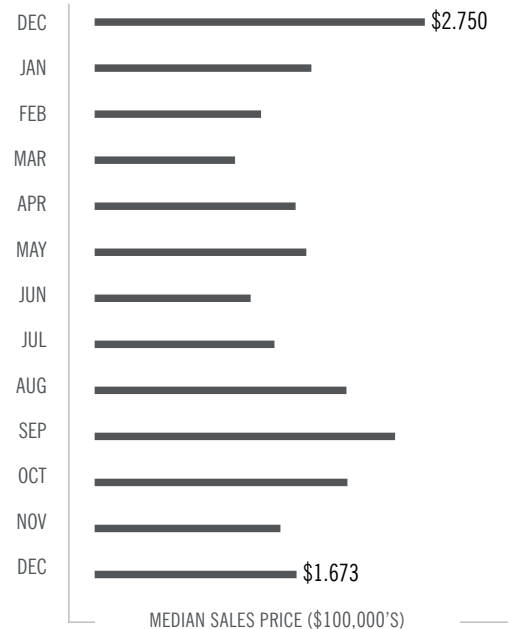
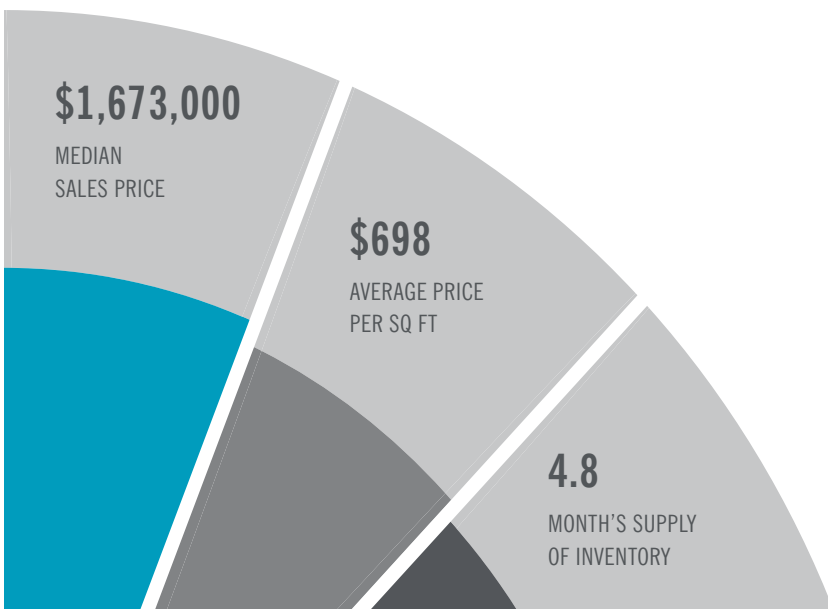
# PEBBLE BEACH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$2,750,000	\$1,287,500	\$2,500,000	\$1,673,000	-39.2%
Average Price per Square Foot .....	\$1,151	\$526	\$689	\$698	-39.4%
Properties Sold .....	9	14	9	17	88.9%
Properties Pending Sale .....	4	18	12	10	150.0%
Properties For Sale .....	75	104	99	82	9.3%
Days on Market (Pending Sale) .....	39	76	80	237	507.7%
Month's Supply of Inventory .....	8.3	7.4	11	4.8	-42.1%
Percent Under Contract .....	5.3%	17.3%	12.1%	12.2%	128.7%
Average Median Price for Last 12 Months	\$1,726,458	\$1,898,324	\$1,770,167	\$1,782,803	3.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



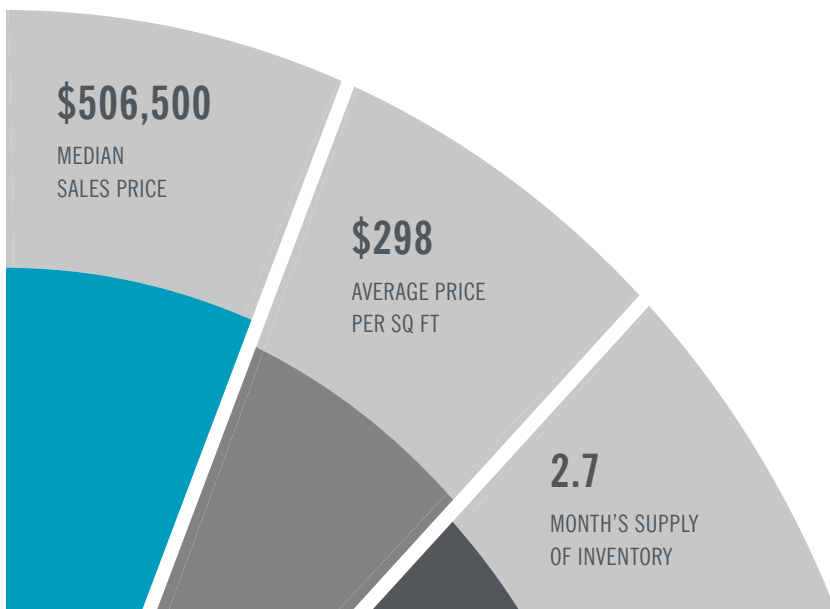
# SALINAS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$445,000	\$525,250	\$460,000	\$506,500	13.8%
Average Price per Square Foot .....	\$281	\$294	\$294	\$298	6.0%
Properties Sold .....	58	64	50	52	-10.3%
Properties Pending Sale .....	36	70	62	47	30.6%
Properties For Sale .....	162	203	204	142	-12.3%
Days on Market (Pending Sale) .....	44	52	51	59	34.1%
Month's Supply of Inventory .....	2.8	3.2	4.1	2.7	-2.2%
Percent Under Contract .....	22.2%	34.5%	30.4%	33.1%	48.9%
Average Median Price for Last 12 Months	\$453,333	\$486,213	\$489,333	\$485,656	7.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



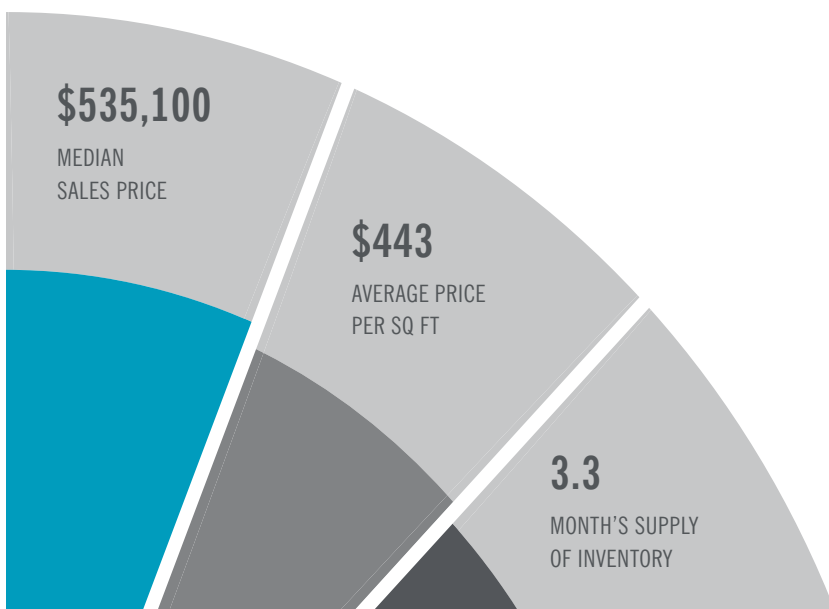
# SEASIDE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$440,000	\$540,000	\$485,000	\$535,100	21.6%
Average Price per Square Foot .....	\$347	\$339	\$394	\$443	27.7%
Properties Sold .....	17	27	16	13	-23.5%
Properties Pending Sale .....	11	13	24	14	27.3%
Properties For Sale .....	38	47	53	43	13.2%
Days on Market (Pending Sale) .....	57	27	52	77	35.1%
Month's Supply of Inventory .....	2.2	1.7	3.3	3.3	48.0%
Percent Under Contract .....	28.9%	27.7%	45.3%	32.6%	12.5%
Average Median Price for Last 12 Months	\$462,404	\$513,192	\$509,200	\$502,281	8.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



# SAN DIEGO COUNTY

SAN DIEGO MACRO

LA MESA

CARLSBAD

LEMON GROVE

CARMEL VALLEY

NATIONAL CITY

CHULA VISTA

OCEANSIDE

CORONADO

POWAY

DEL MAR

RANCHO BERNARDO

EL CAJON

SAN MARCOS

ENCINITAS

SANTEE

ESCONDIDO

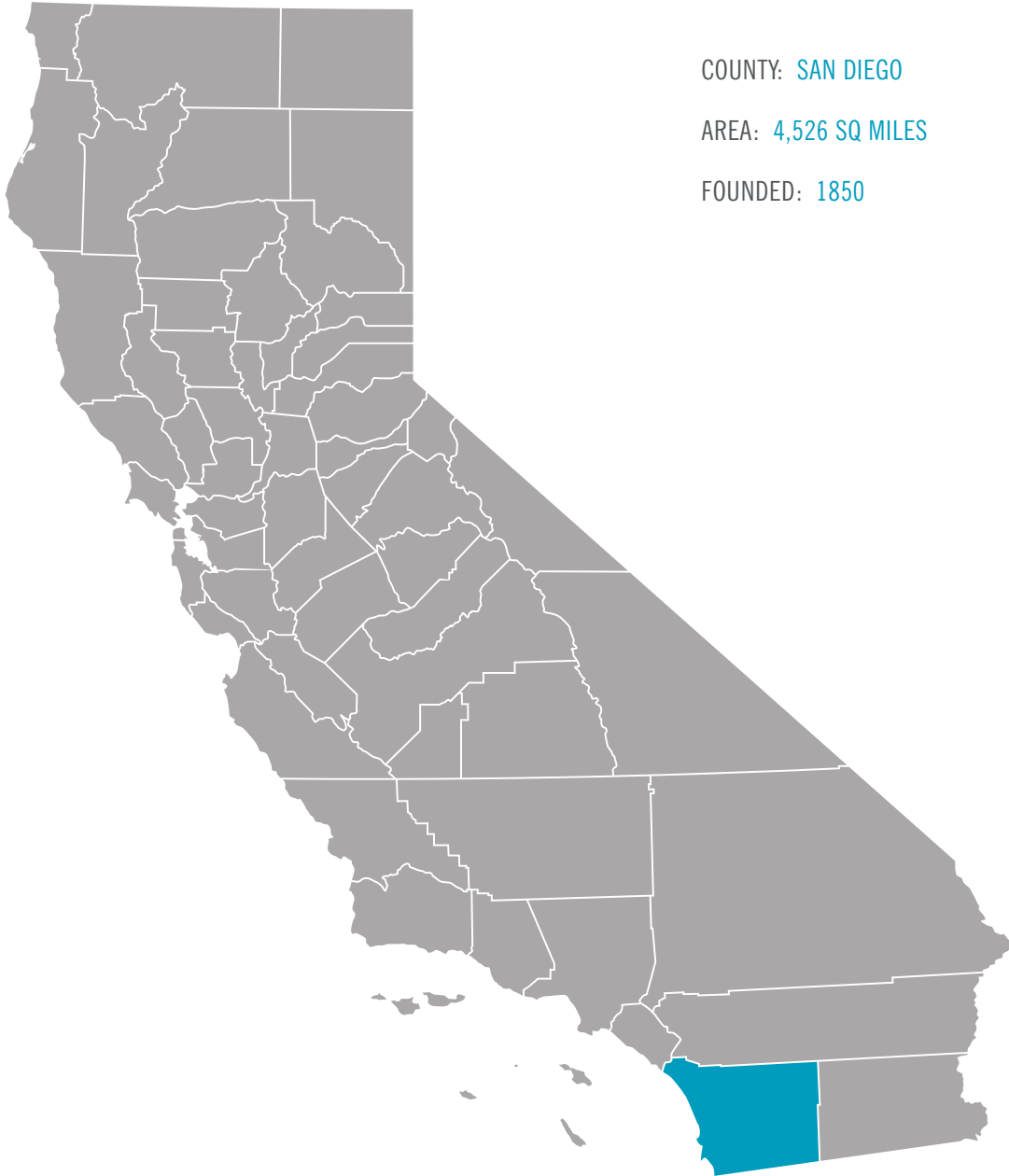
SOLANA BEACH

IMPERIAL BEACH

VISTA

LA JOLLA





COUNTY: **SAN DIEGO**

AREA: **4,526 SQ MILES**

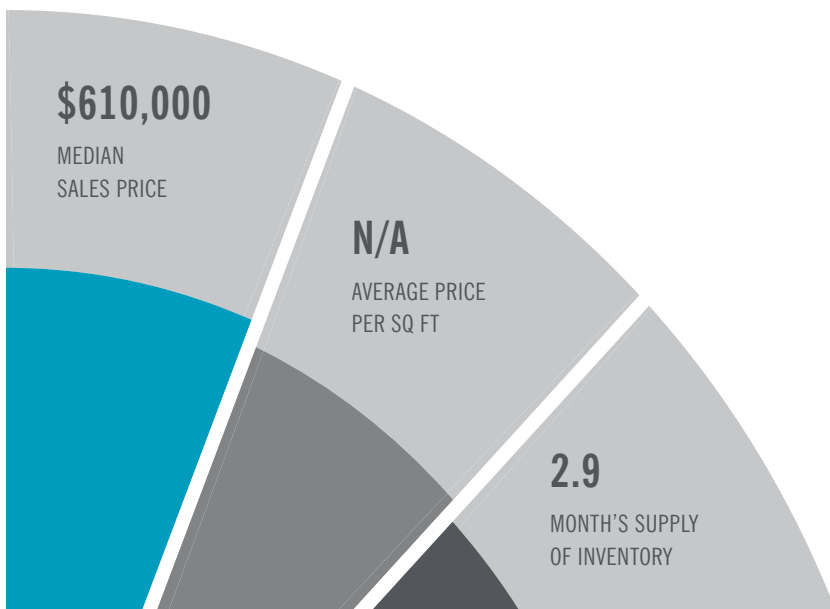
FOUNDED: **1850**

# SAN DIEGO COUNTY

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$573,000	\$618,000	\$610,000	\$610,000	6.5%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	1831	2460	1888	1681	-8.2%
Properties Pending Sale .....	1603	2432	2043	1412	-11.9%
Properties For Sale .....	5,937	7,386	6,878	4,943	-16.7%
Days on Market (Pending Sale) .....	55	35	39	44	-20.0%
Month's Supply of Inventory .....	3.2	3	3.6	2.9	-9.3%
Percent Under Contract .....	27.0%	32.9%	29.7%	28.6%	5.8%
Average Median Price for Last 12 Months	\$559,708	\$614,250	\$615,000	\$598,768	6.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

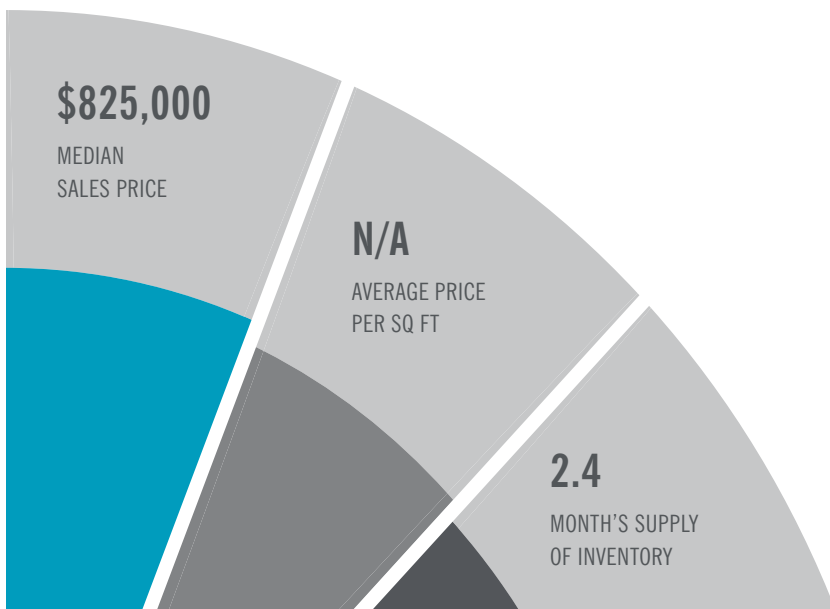


# BAY PARK/OLD TOWN/MIDWAY DISTRICT

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$715,000	\$782,000	\$774,000	\$825,000	15.4%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	6	18	6	9	50.0%
Properties Pending Sale .....	5	13	9	10	100.0%
Properties For Sale .....	21	29	25	22	4.8%
Days on Market (Pending Sale) .....	58	53	16	23	-60.3%
Month's Supply of Inventory .....	3.5	1.6	4.2	2.4	-30.2%
Percent Under Contract .....	23.8%	44.8%	36.0%	45.5%	90.9%
Average Median Price for Last 12 Months	\$736,821	\$853,608	\$889,000	\$805,858	8.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



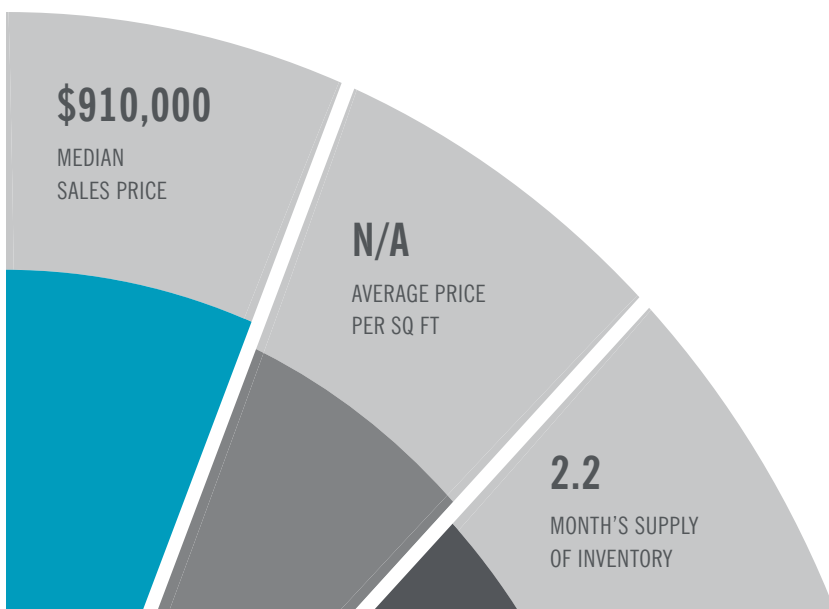
# CARLSBAD

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$866,000	\$983,000	\$891,500	\$910,000	5.1%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	89	130	78	76	-14.6%
Properties Pending Sale .....	70	102	89	54	-22.9%
Properties For Sale .....	247	314	295	168	-32.0%
Days on Market (Pending Sale) .....	63	26	35	49	-22.2%
Month's Supply of Inventory .....	2.8	2.4	3.8	2.2	-20.3%
Percent Under Contract .....	28.3%	32.5%	30.2%	32.1%	13.4%
Average Median Price for Last 12 Months	\$864,023	\$934,125	\$941,564	\$926,981	6.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

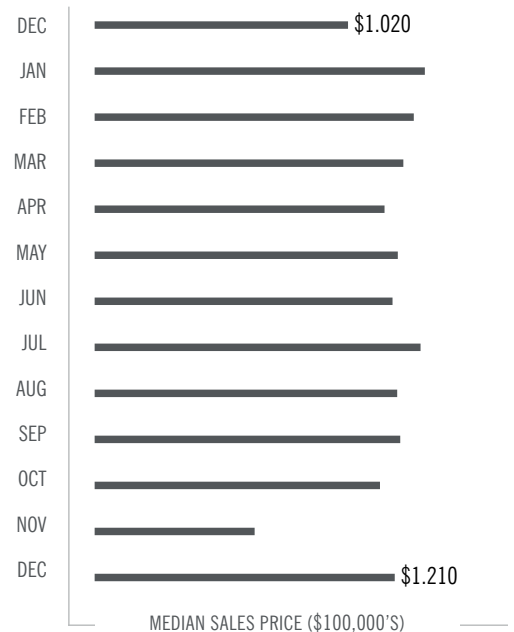
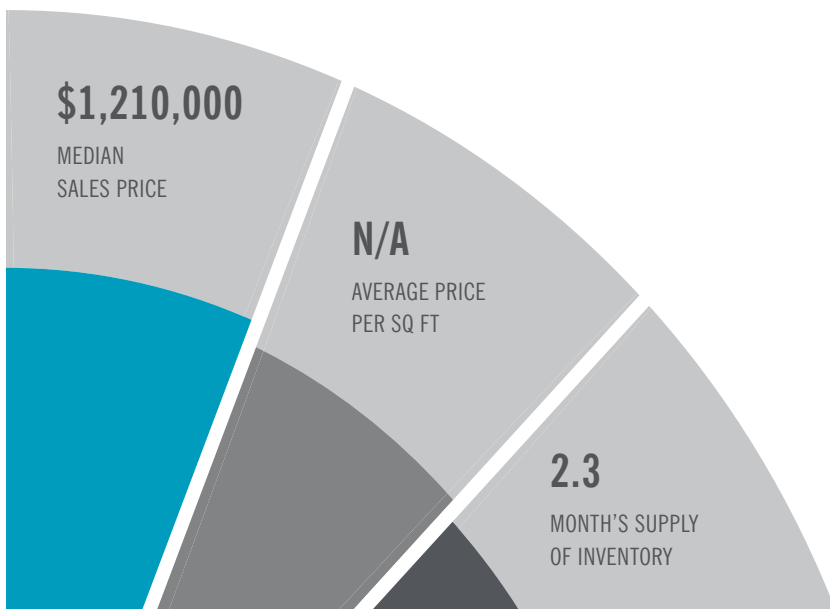


# CARMEL VALLEY

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,020,000	\$1,201,000	\$1,232,400	\$1,210,000	18.6%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	37	55	34	34	-8.1%
Properties Pending Sale .....	36	43	26	20	-44.4%
Properties For Sale .....	121	148	124	78	-35.5%
Days on Market (Pending Sale) .....	45	31	44	56	24.4%
Month's Supply of Inventory .....	3.3	2.7	3.6	2.3	-29.8%
Percent Under Contract .....	29.8%	29.1%	21.0%	25.6%	-13.8%
Average Median Price for Last 12 Months	\$1,131,412	\$1,127,900	\$1,000,000	\$1,172,646	3.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



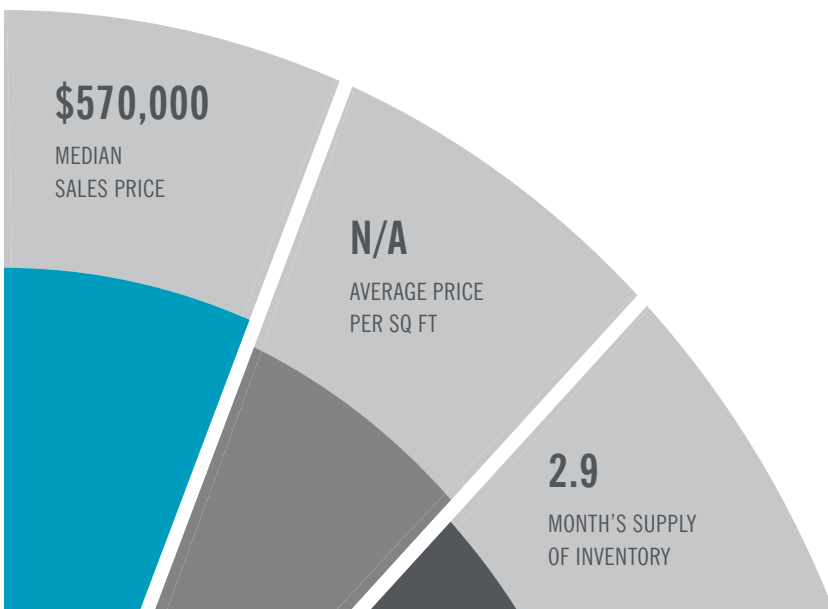
# CHULA VISTA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$519,876	\$557,500	\$562,000	\$570,000	9.6%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	131	160	117	103	-21.4%
Properties Pending Sale .....	144	181	163	105	-27.1%
Properties For Sale .....	360	445	421	300	-16.7%
Days on Market (Pending Sale) .....	48	32	39	47	-2.1%
Month's Supply of Inventory .....	2.7	2.8	3.6	2.9	6.0%
Percent Under Contract .....	40.0%	40.7%	38.7%	35.0%	-12.5%
Average Median Price for Last 12 Months	\$507,919	\$562,792	\$566,667	\$543,214	6.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

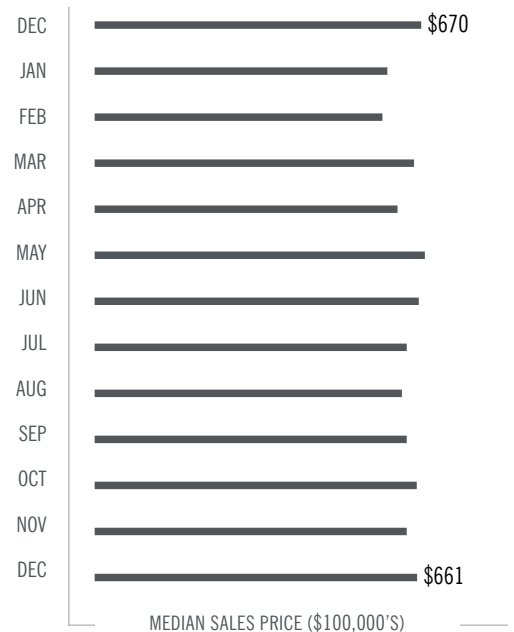
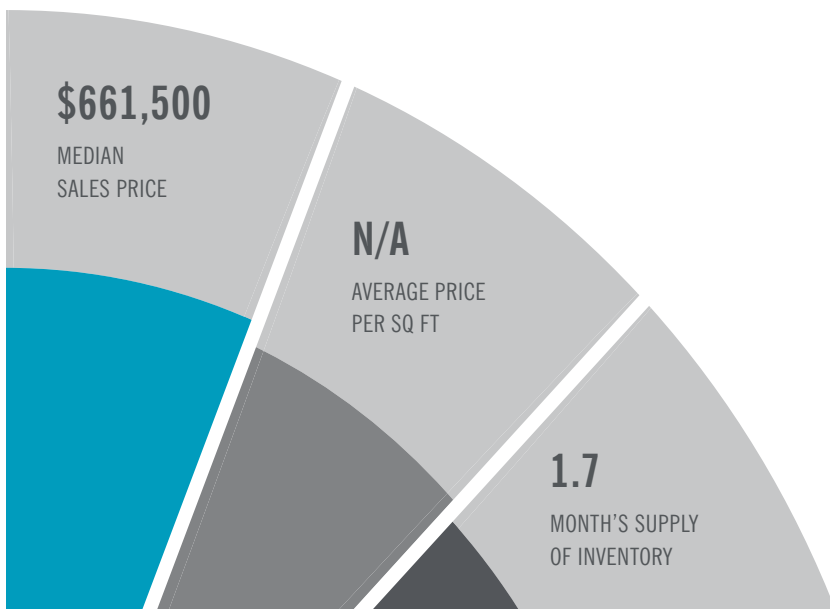


# CLAIREMONT/BAY HO/BAY PARK

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$670,000	\$665,000	\$640,000	\$661,500	-1.3%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	29	45	35	33	13.8%
Properties Pending Sale .....	27	46	41	24	-11.1%
Properties For Sale .....	56	102	96	55	-1.8%
Days on Market (Pending Sale) .....	27	27	27	27	0.0%
Month's Supply of Inventory .....	1.9	2.3	2.7	1.7	-13.7%
Percent Under Contract .....	48.2%	45.1%	42.7%	43.6%	-9.5%
Average Median Price for Last 12 Months	\$588,942	\$645,375	\$654,083	\$642,346	8.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



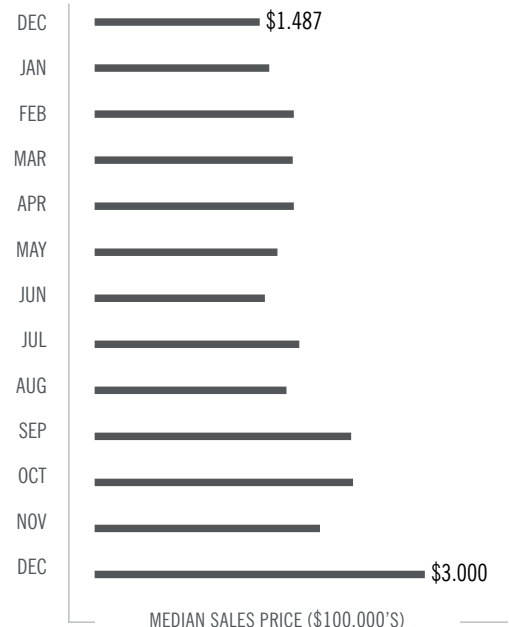
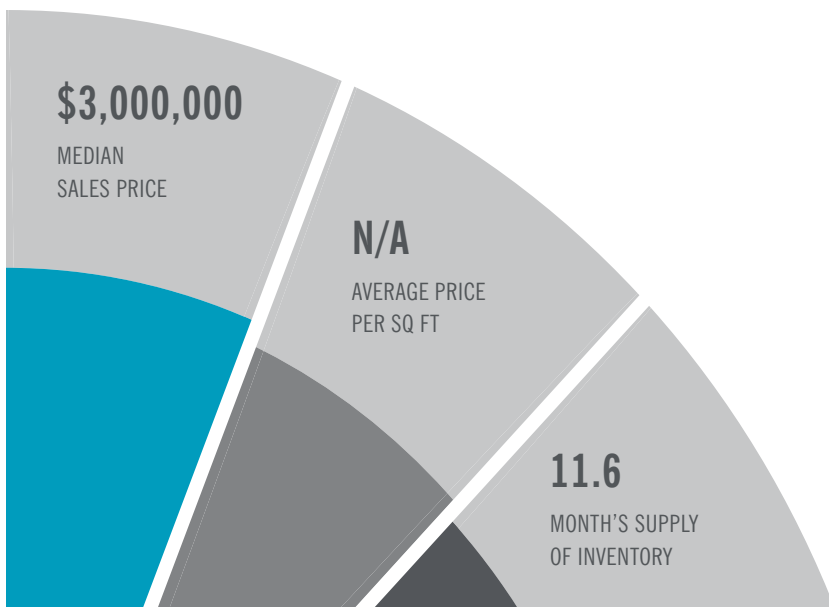
# CORONADO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,487,500	\$1,535,000	\$2,325,000	\$3,000,000	101.7%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	16	17	10	7	-56.2%
Properties Pending Sale .....	13	24	8	10	-23.1%
Properties For Sale .....	118	121	112	81	-31.4%
Days on Market (Pending Sale) .....	93	101	67	94	1.1%
Month's Supply of Inventory .....	7.4	7.1	11.2	11.6	56.9%
Percent Under Contract .....	11.0%	19.8%	7.1%	12.3%	12.1%
Average Median Price for Last 12 Months	\$1,679,561	\$2,214,917	\$2,460,667	\$1,917,462	12.4%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



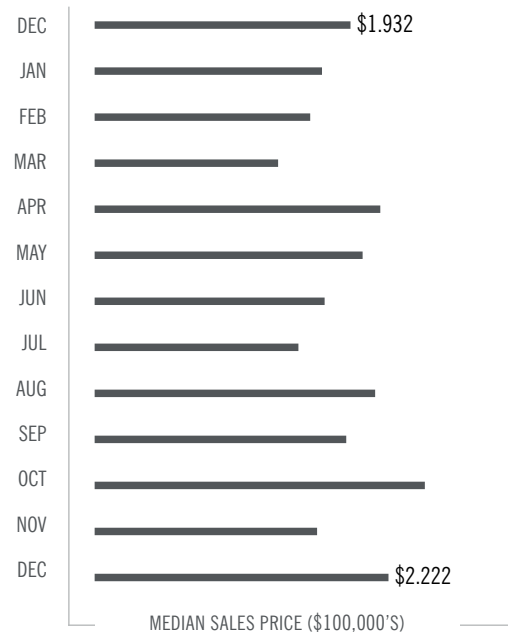
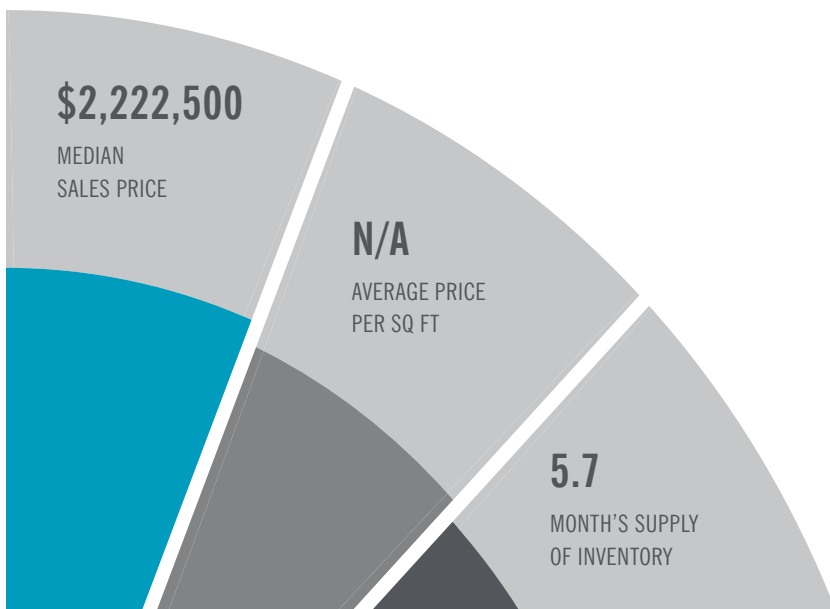


# DEL MAR

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,932,500	\$1,735,000	\$1,900,000	\$2,222,500	15.0%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	8	16	14	16	100.0%
Properties Pending Sale .....	8	9	15	17	112.5%
Properties For Sale .....	72	103	113	91	26.4%
Days on Market (Pending Sale) .....	86	41	87	48	-44.2%
Month's Supply of Inventory .....	9	6.4	8.1	5.7	-36.8%
Percent Under Contract .....	11.1%	8.7%	13.3%	18.7%	68.1%
Average Median Price for Last 12 Months	\$1,836,375	\$1,992,604	\$2,133,333	\$1,886,779	2.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



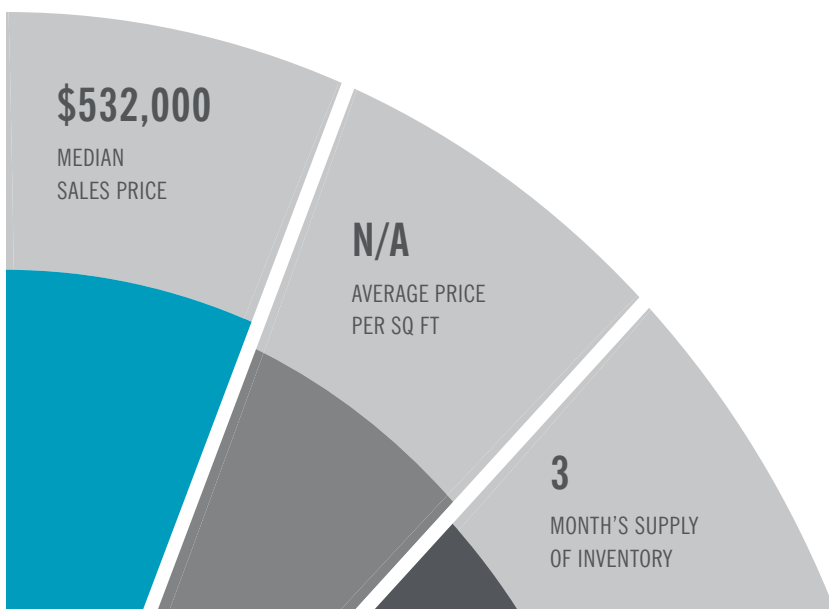
# EL CAJON

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$462,000	\$524,750	\$505,000	\$532,000	15.2%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	95	134	101	81	-14.7%
Properties Pending Sale .....	73	109	110	86	17.8%
Properties For Sale .....	283	304	332	244	-13.8%
Days on Market (Pending Sale) .....	44	21	28	35	-20.5%
Month's Supply of Inventory .....	3	2.3	3.3	3	1.1%
Percent Under Contract .....	25.8%	35.9%	33.1%	35.2%	36.6%
Average Median Price for Last 12 Months	\$477,401	\$518,242	\$523,483	\$506,054	5.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



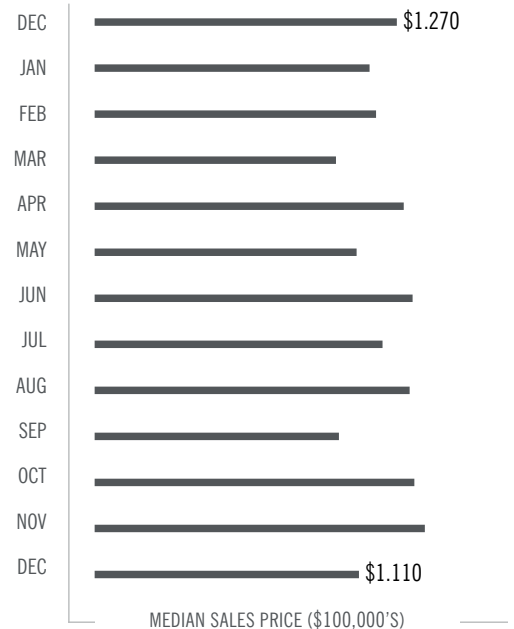
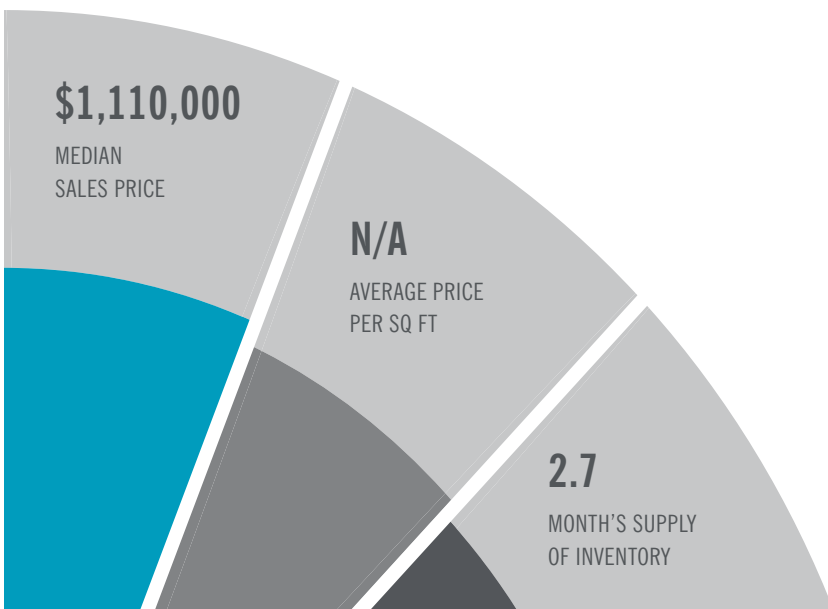
# ENCINITAS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,270,722	\$1,337,500	\$1,025,000	\$1,110,000	-12.6%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	41	43	34	31	-24.4%
Properties Pending Sale .....	31	39	35	14	-54.8%
Properties For Sale .....	122	160	123	85	-30.3%
Days on Market (Pending Sale) .....	56	25	34	45	-19.6%
Month's Supply of Inventory .....	3	3.7	3.6	2.7	-7.9%
Percent Under Contract .....	25.4%	24.4%	28.5%	16.5%	-35.2%
Average Median Price for Last 12 Months	\$1,174,769	\$1,234,083	\$1,281,500	\$1,212,513	3.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



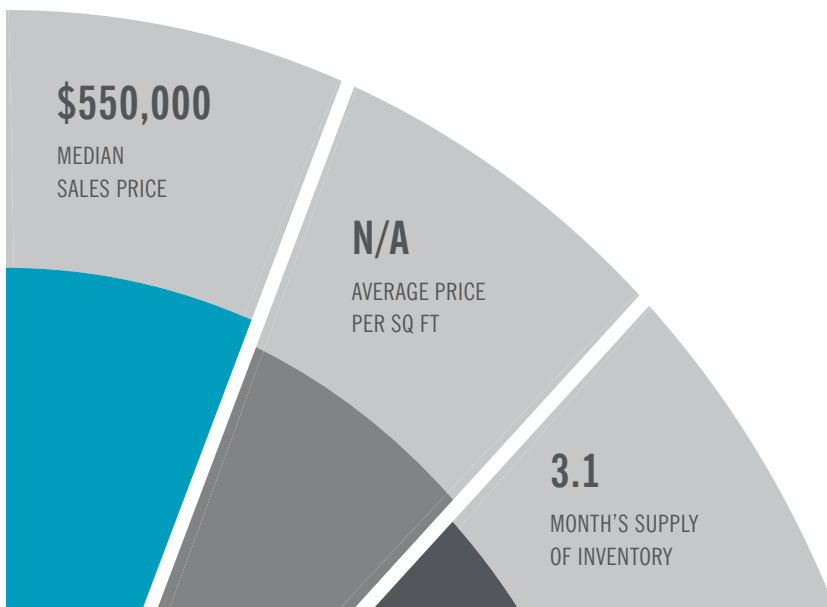
# ESCONDIDO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$510,000	\$525,000	\$519,000	\$550,000	7.8%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	120	171	120	117	-2.5%
Properties Pending Sale .....	121	170	148	107	-11.6%
Properties For Sale .....	389	524	465	360	-7.5%
Days on Market (Pending Sale) .....	59	37	44	40	-32.2%
Month's Supply of Inventory .....	3.2	3.1	3.9	3.1	-5.1%
Percent Under Contract .....	31.1%	32.4%	31.8%	29.7%	-4.4%
Average Median Price for Last 12 Months	\$500,134	\$534,000	\$537,667	\$530,846	5.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

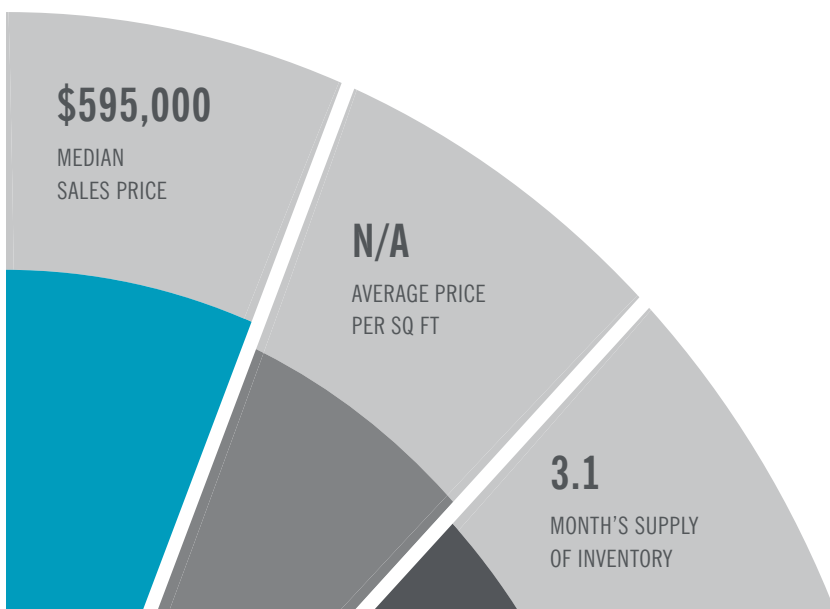


# IMPERIAL-BEACH

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$497,500	\$600,000	\$570,000	\$595,000	19.6%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	11	9	13	13	18.2%
Properties Pending Sale .....	3	19	9	10	233.3%
Properties For Sale .....	36	49	40	40	11.1%
Days on Market (Pending Sale) .....	25	50	17	24	-4.0%
Month's Supply of Inventory .....	3.3	5.4	3.1	3.1	-6.0%
Percent Under Contract .....	8.3%	38.8%	22.5%	25.0%	200.0%
Average Median Price for Last 12 Months	\$492,979	\$578,750	\$590,833	\$566,644	13.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

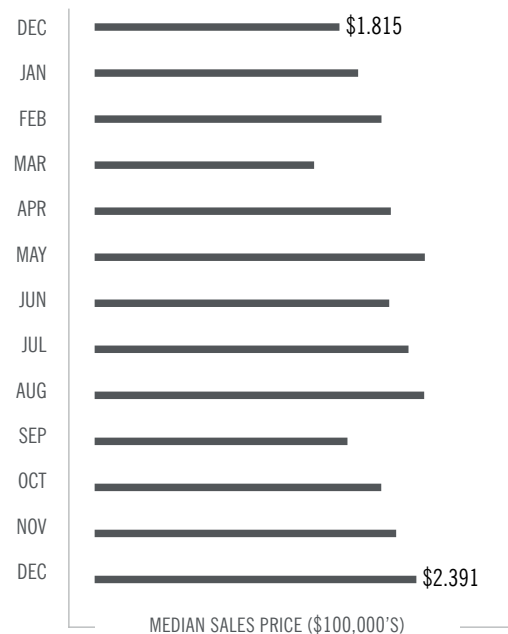
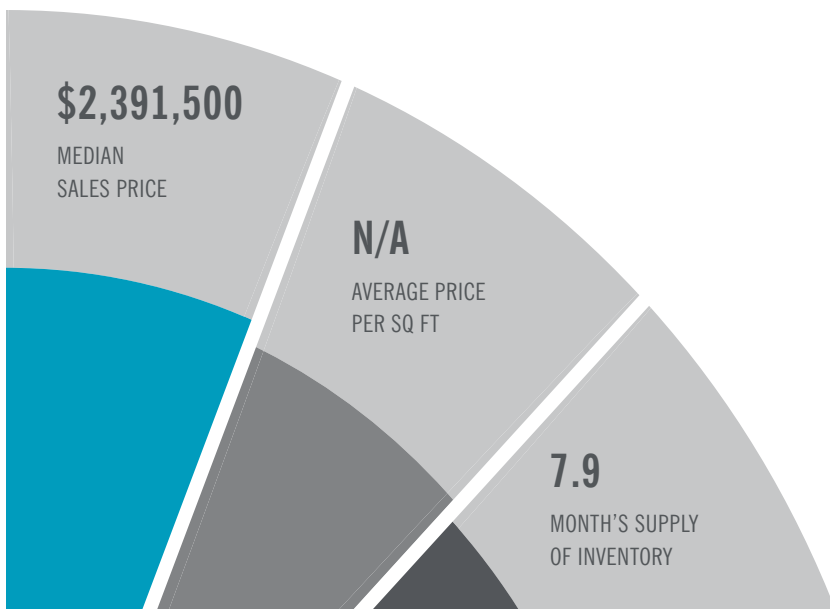


# LA JOLLA

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,815,000	\$2,188,000	\$1,875,000	\$2,391,500	31.8%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	25	44	33	22	-12.0%
Properties Pending Sale .....	18	24	42	15	-16.7%
Properties For Sale .....	208	248	246	174	-16.3%
Days on Market (Pending Sale) .....	105	54	67	71	-32.4%
Month's Supply of Inventory .....	8.3	5.6	7.5	7.9	-4.9%
Percent Under Contract .....	8.7%	9.7%	17.1%	8.6%	-0.4%
Average Median Price for Last 12 Months	\$1,961,750	\$2,236,208	\$2,253,250	\$2,137,327	8.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

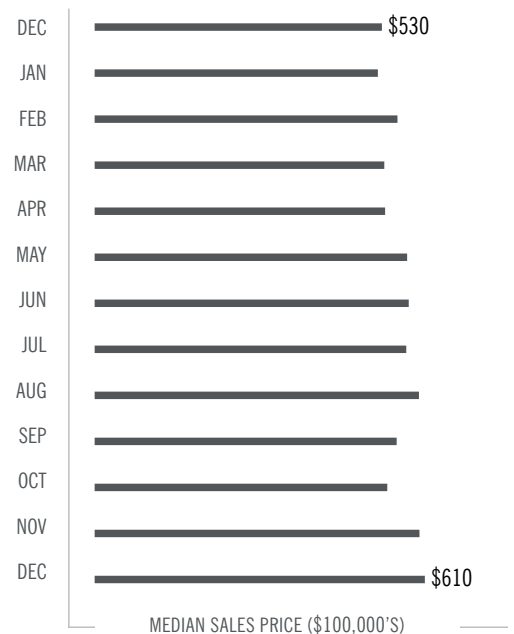
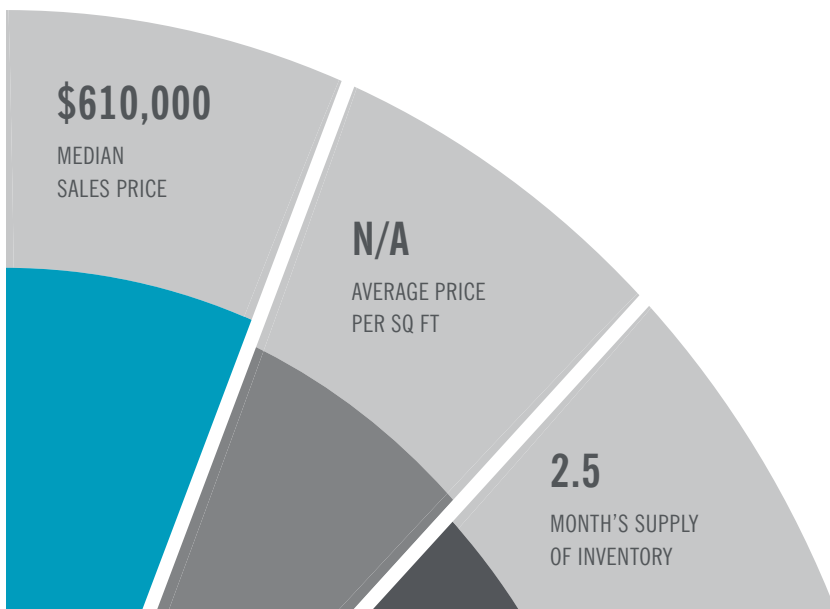


# LA MESA

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$530,000	\$580,000	\$557,500	\$610,000	15.1%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	55	64	51	57	3.6%
Properties Pending Sale .....	45	69	51	53	17.8%
Properties For Sale .....	153	178	171	141	-7.8%
Days on Market (Pending Sale) .....	46	31	27	39	-15.2%
Month's Supply of Inventory .....	3.4	2.6	3.4	2.5	-27.2%
Percent Under Contract .....	29.4%	38.8%	29.8%	37.6%	27.8%
Average Median Price for Last 12 Months	\$514,875	\$580,315	\$583,333	\$563,145	8.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

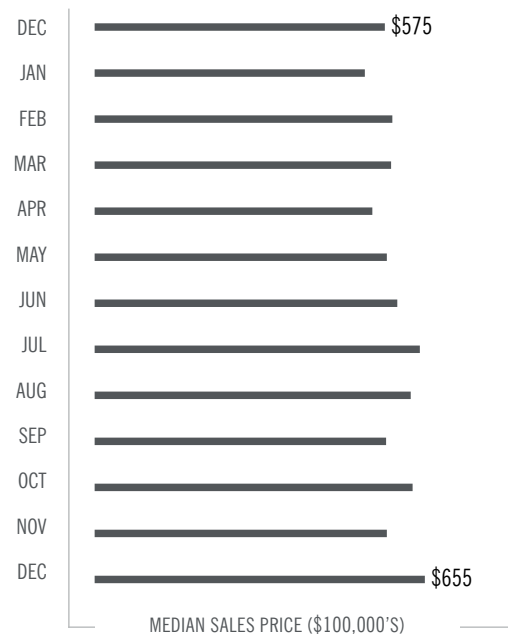
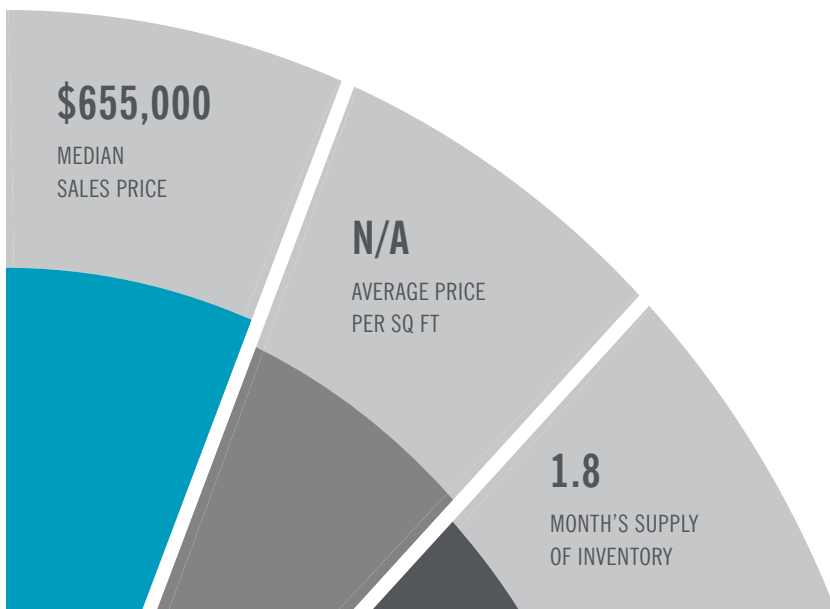


# LINDA VISTA/CLAIREMONT MESA EAST

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$575,000	\$599,900	\$577,500	\$655,000	13.9%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	17	19	22	16	-5.9%
Properties Pending Sale .....	17	20	14	17	0.0%
Properties For Sale .....	26	32	28	29	11.5%
Days on Market (Pending Sale) .....	30	20	21	28	-6.7%
Month's Supply of Inventory .....	1.5	1.6	2	1.8	18.5%
Percent Under Contract .....	65.4%	62.5%	50.0%	58.6%	-10.3%
Average Median Price for Last 12 Months	\$540,042	\$618,958	\$621,500	\$594,627	9.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





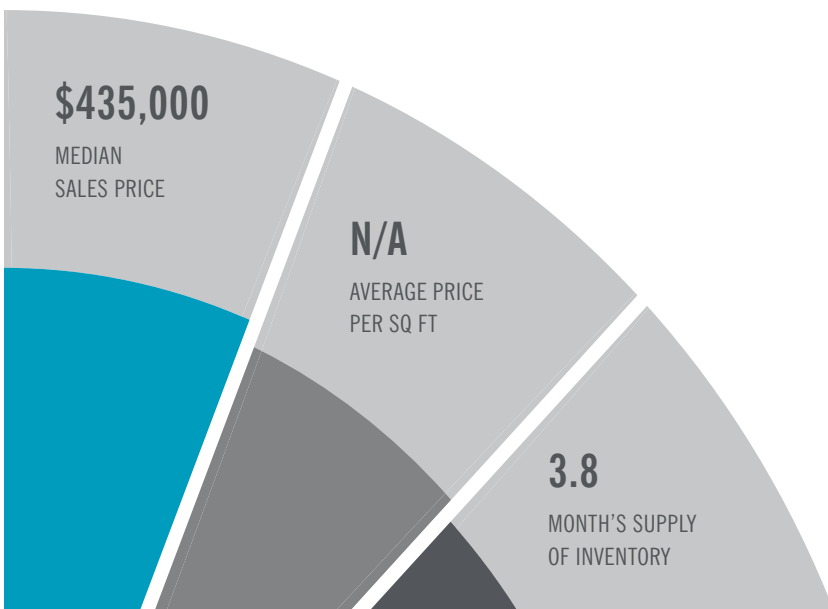
# LEMON GROVE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$429,500	\$440,000	\$450,000	\$435,000	1.3%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	20	17	21	12	-40.0%
Properties Pending Sale .....	17	23	27	20	17.6%
Properties For Sale .....	38	53	56	45	18.4%
Days on Market (Pending Sale) .....	31	49	25	25	-19.4%
Month's Supply of Inventory .....	2.2	2.3	2.1	3.8	67.8%
Percent Under Contract .....	44.7%	43.4%	48.2%	44.4%	-0.7%
Average Median Price for Last 12 Months	\$413,125	\$442,833	\$441,833	\$436,327	5.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



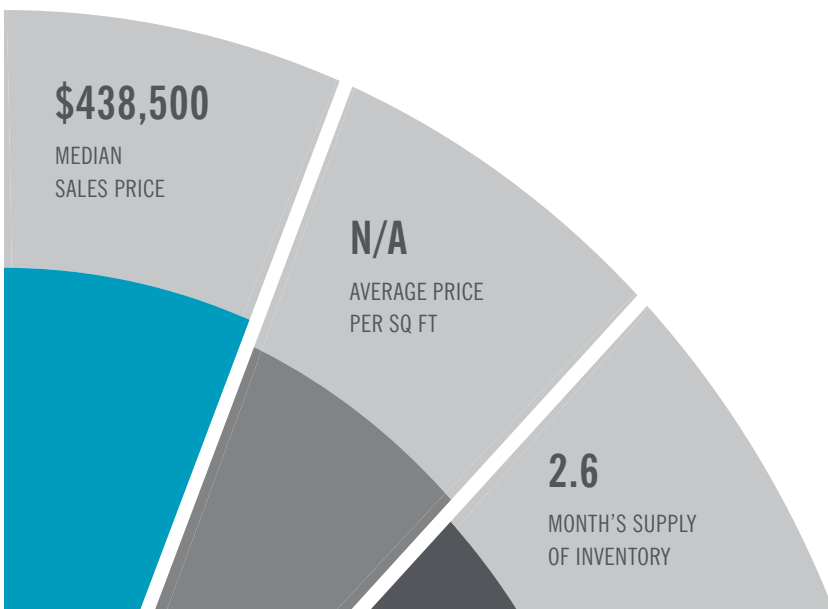
# NATIONAL CITY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$350,000	\$400,000	\$442,500	\$438,500	25.3%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	16	9	10	15	-6.2%
Properties Pending Sale .....	14	24	16	9	-35.7%
Properties For Sale .....	46	58	51	39	-15.2%
Days on Market (Pending Sale) .....	32	27	35	70	118.8%
Month's Supply of Inventory .....	3.3	2.4	3.2	2.6	-20.9%
Percent Under Contract .....	30.4%	41.4%	31.4%	23.1%	-24.2%
Average Median Price for Last 12 Months	\$368,604	\$427,408	\$427,817	\$405,804	9.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



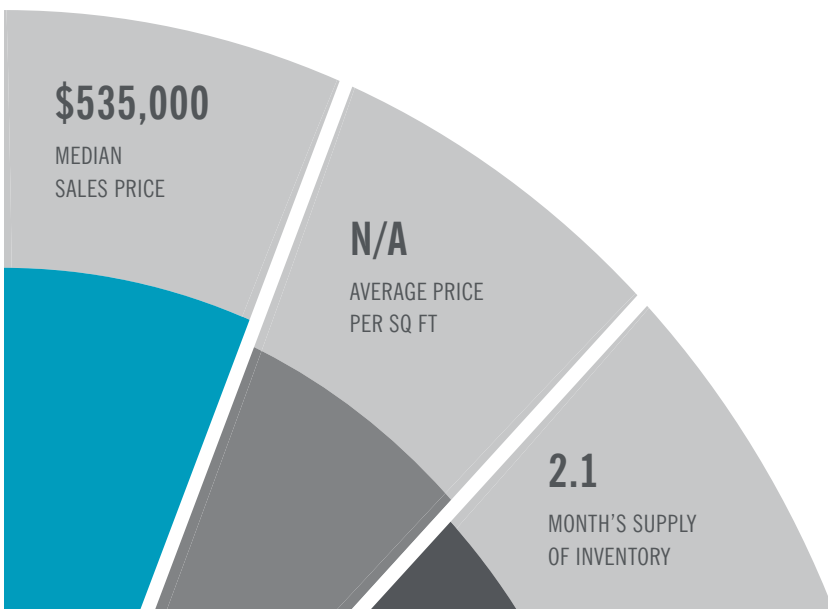
# OCEANSIDE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$498,500	\$550,000	\$545,800	\$535,000	7.3%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	106	151	134	104	-1.9%
Properties Pending Sale .....	95	155	139	91	-4.2%
Properties For Sale .....	238	391	286	222	-6.7%
Days on Market (Pending Sale) .....	44	27	35	31	-29.5%
Month's Supply of Inventory .....	2.2	2.6	2.1	2.1	-4.9%
Percent Under Contract .....	39.9%	39.6%	48.6%	41.0%	2.7%
Average Median Price for Last 12 Months	\$988,000	\$555,300	\$558,333	\$539,254	-83.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

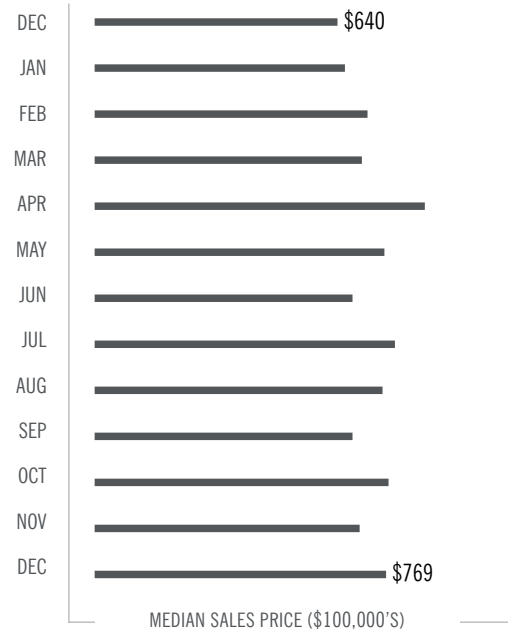
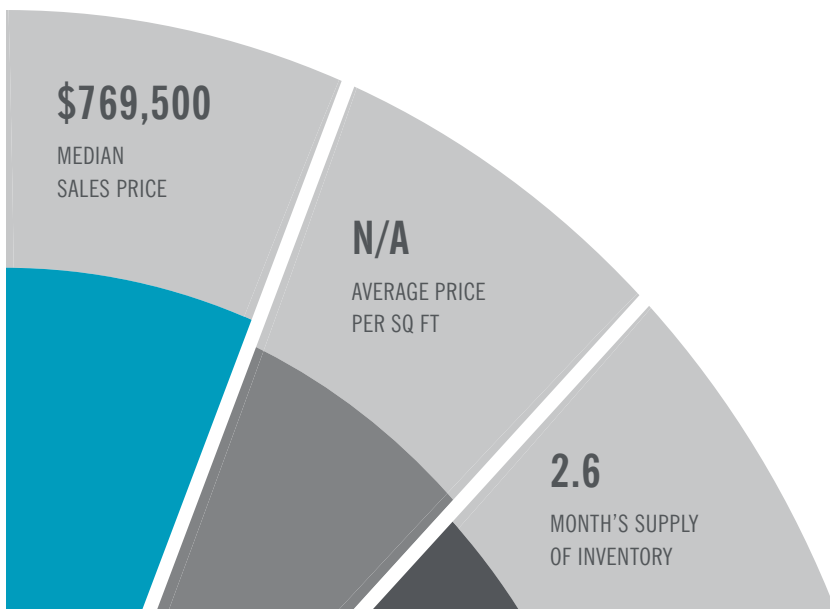


**DATA\***

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$640,000	\$680,000	\$680,000	\$769,500	20.2%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	47	60	37	38	-19.1%
Properties Pending Sale .....	28	67	51	38	35.7%
Properties For Sale .....	114	179	166	97	-14.9%
Days on Market (Pending Sale) .....	60	40	44	80	33.3%
Month's Supply of Inventory .....	2.4	3	4.5	2.6	5.2%
Percent Under Contract .....	24.6%	37.4%	30.7%	39.2%	59.5%
Average Median Price for Last 12 Months	\$661,625	\$746,242	\$748,167	\$732,308	9.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

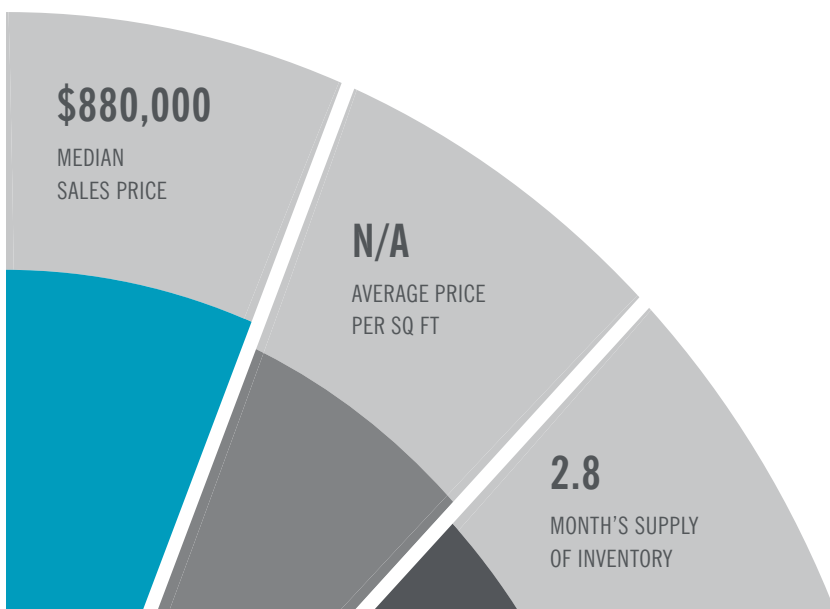


# RANCHO BERNARDO

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$767,250	\$878,000	\$795,000	\$880,000	14.7%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	68	113	90	65	-4.4%
Properties Pending Sale .....	64	115	83	62	-3.1%
Properties For Sale .....	235	306	246	180	-23.4%
Days on Market (Pending Sale) .....	51	37	41	46	-9.8%
Month's Supply of Inventory .....	4.2	4.3	5	2.8	-34.5%
Percent Under Contract .....	27.2%	37.6%	33.7%	34.4%	26.5%
Average Median Price for Last 12 Months	\$740,070	\$860,260	\$876,667	\$832,043	11.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



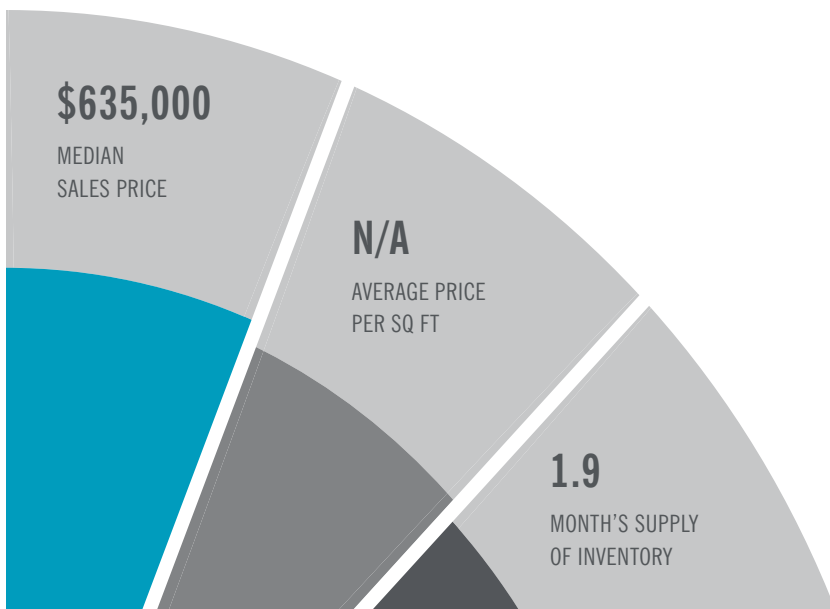
# SAN MARCOS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$592,500	\$670,000	\$635,000	\$635,000	7.2%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	66	87	72	59	-10.6%
Properties Pending Sale .....	57	79	70	43	-24.6%
Properties For Sale .....	131	191	179	115	-12.2%
Days on Market (Pending Sale) .....	60	33	29	33	-45.0%
Month's Supply of Inventory .....	2	2.2	2.5	1.9	-1.8%
Percent Under Contract .....	43.5%	41.4%	39.1%	37.4%	-14.1%
Average Median Price for Last 12 Months	\$567,321	\$639,750	\$637,333	\$639,788	11.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



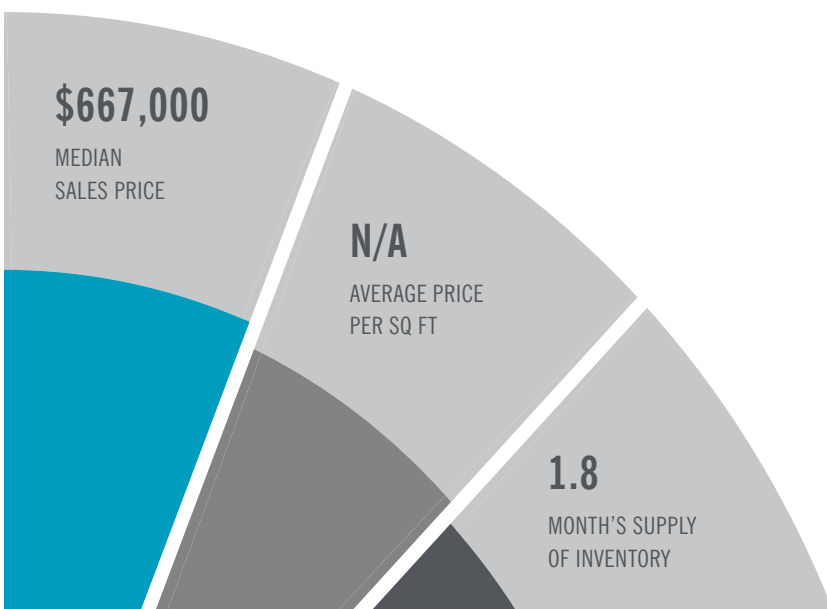
# SAN DIEGO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$623,000	\$655,444	\$625,100	\$667,000	7.1%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	52	82	63	58	11.5%
Properties Pending Sale .....	49	79	64	51	4.1%
Properties For Sale .....	103	163	149	106	2.9%
Days on Market (Pending Sale) .....	31	30	24	26	-16.1%
Month's Supply of Inventory .....	2	2	2.4	1.8	-7.7%
Percent Under Contract .....	47.6%	48.5%	43.0%	48.1%	1.1%
Average Median Price for Last 12 Months	\$581,508	\$648,433	\$656,500	\$633,407	8.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



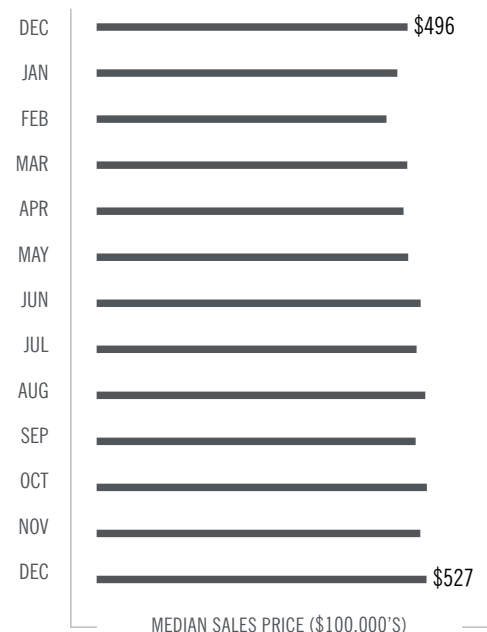
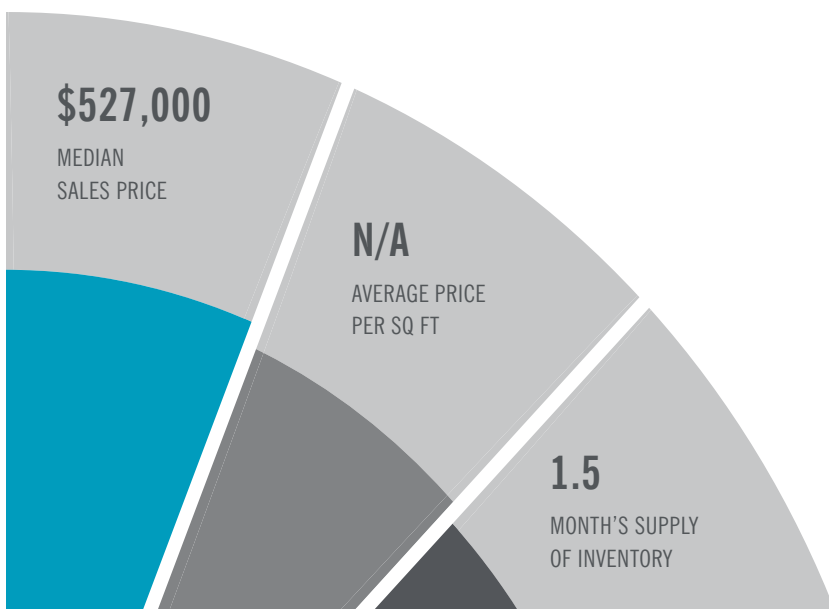
# SANTEE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$496,500	\$517,500	\$509,450	\$527,000	6.1%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	38	37	40	40	5.3%
Properties Pending Sale .....	29	46	36	27	-6.9%
Properties For Sale .....	74	94	93	61	-17.6%
Days on Market (Pending Sale) .....	29	29	20	17	-41.4%
Month's Supply of Inventory .....	1.9	2.5	2.3	1.5	-21.7%
Percent Under Contract .....	39.2%	48.9%	38.7%	44.3%	12.9%
Average Median Price for Last 12 Months	\$469,938	\$519,492	\$523,833	\$504,381	6.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





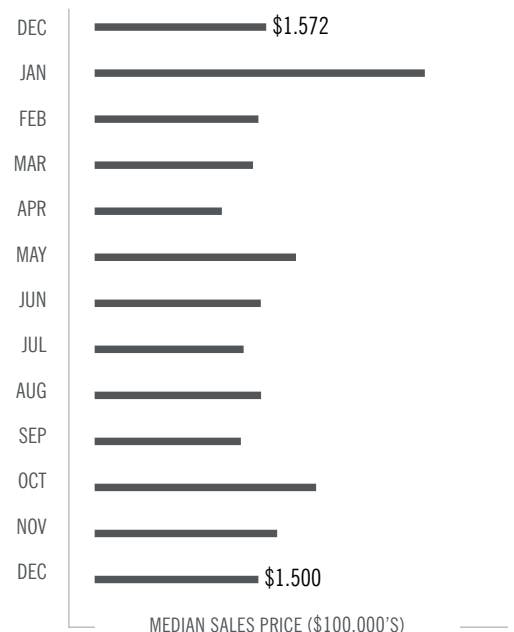
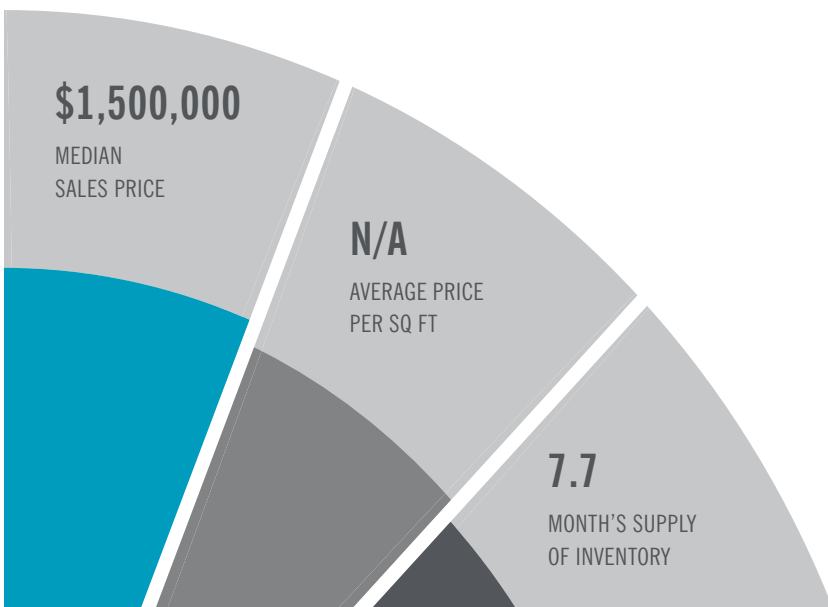
# SOLANA BEACH

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,572,500	\$1,522,500	\$1,336,750	\$1,500,000	-4.6%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	6	12	16	3	-50.0%
Properties Pending Sale .....	6	15	5	1	-83.3%
Properties For Sale .....	32	43	25	23	-28.1%
Days on Market (Pending Sale) .....	58	47	30	15	-74.1%
Month's Supply of Inventory .....	5.3	3.6	1.6	7.7	43.8%
Percent Under Contract .....	18.8%	34.9%	20.0%	4.3%	-76.8%
Average Median Price for Last 12 Months	\$1,395,458	\$1,572,792	\$1,737,500	\$1,657,058	15.8%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



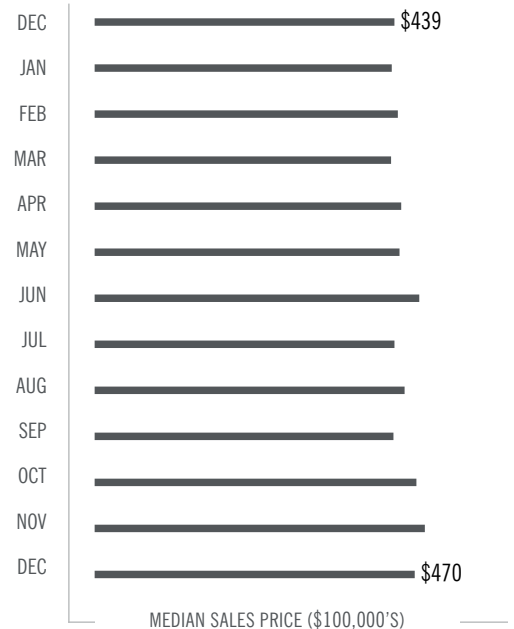
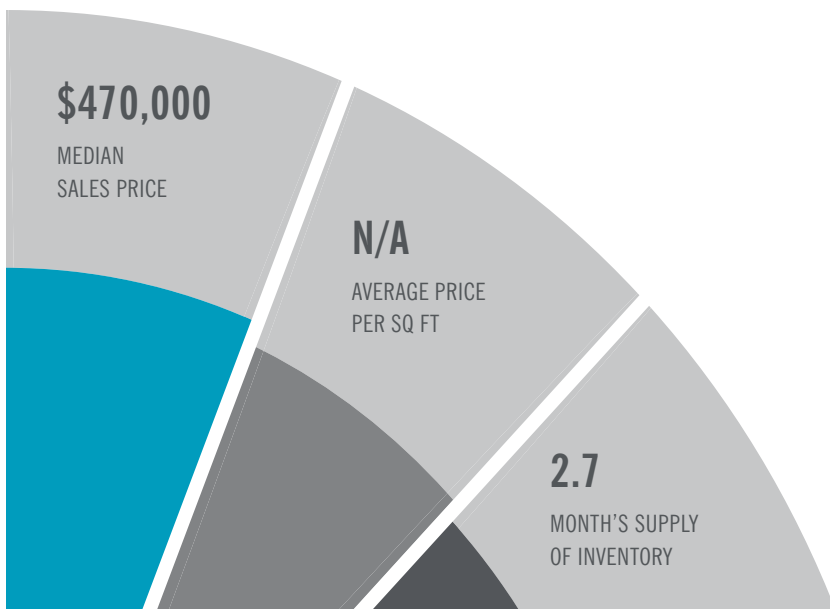
# SPRING VALLEY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$439,950	\$476,750	\$438,500	\$470,000	6.8%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	50	62	42	37	-26.0%
Properties Pending Sale .....	45	61	56	33	-26.7%
Properties For Sale .....	157	139	153	100	-36.3%
Days on Market (Pending Sale) .....	36	24	40	37	2.8%
Month's Supply of Inventory .....	3.1	2.2	3.6	2.7	-13.9%
Percent Under Contract .....	28.7%	43.9%	36.6%	33.0%	15.1%
Average Median Price for Last 12 Months	\$422,829	\$460,167	\$475,833	\$453,169	6.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

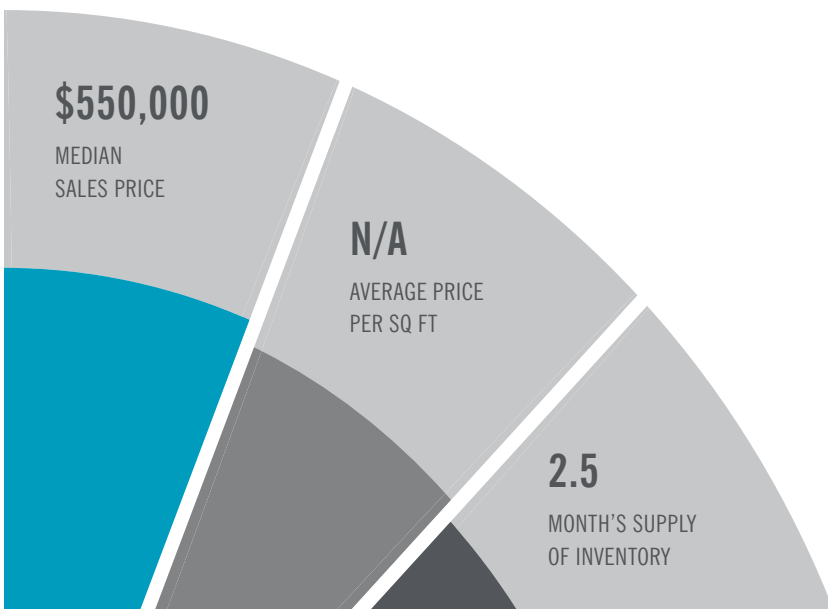


**DATA\***

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$487,500	\$538,000	\$559,000	\$550,000	12.8%
Average Price per Square Foot .....	n/a	n/a	n/a	n/a	n/a
Properties Sold .....	92	79	74	69	-25.0%
Properties Pending Sale .....	67	78	74	44	-34.3%
Properties For Sale .....	202	250	243	174	-13.9%
Days on Market (Pending Sale) .....	47	34	35	57	21.3%
Month's Supply of Inventory .....	2.2	3.2	3.3	2.5	14.9%
Percent Under Contract .....	33.2%	31.2%	30.5%	25.3%	-23.8%
Average Median Price for Last 12 Months	\$486,792	\$543,883	\$547,600	\$526,638	7.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



# RIVERSIDE COUNTY

BERMUDA DUNES

LA QUINTA

CATHEDRAL CITY

PALM DESERT

COACHELLA

PALM SPRINGS

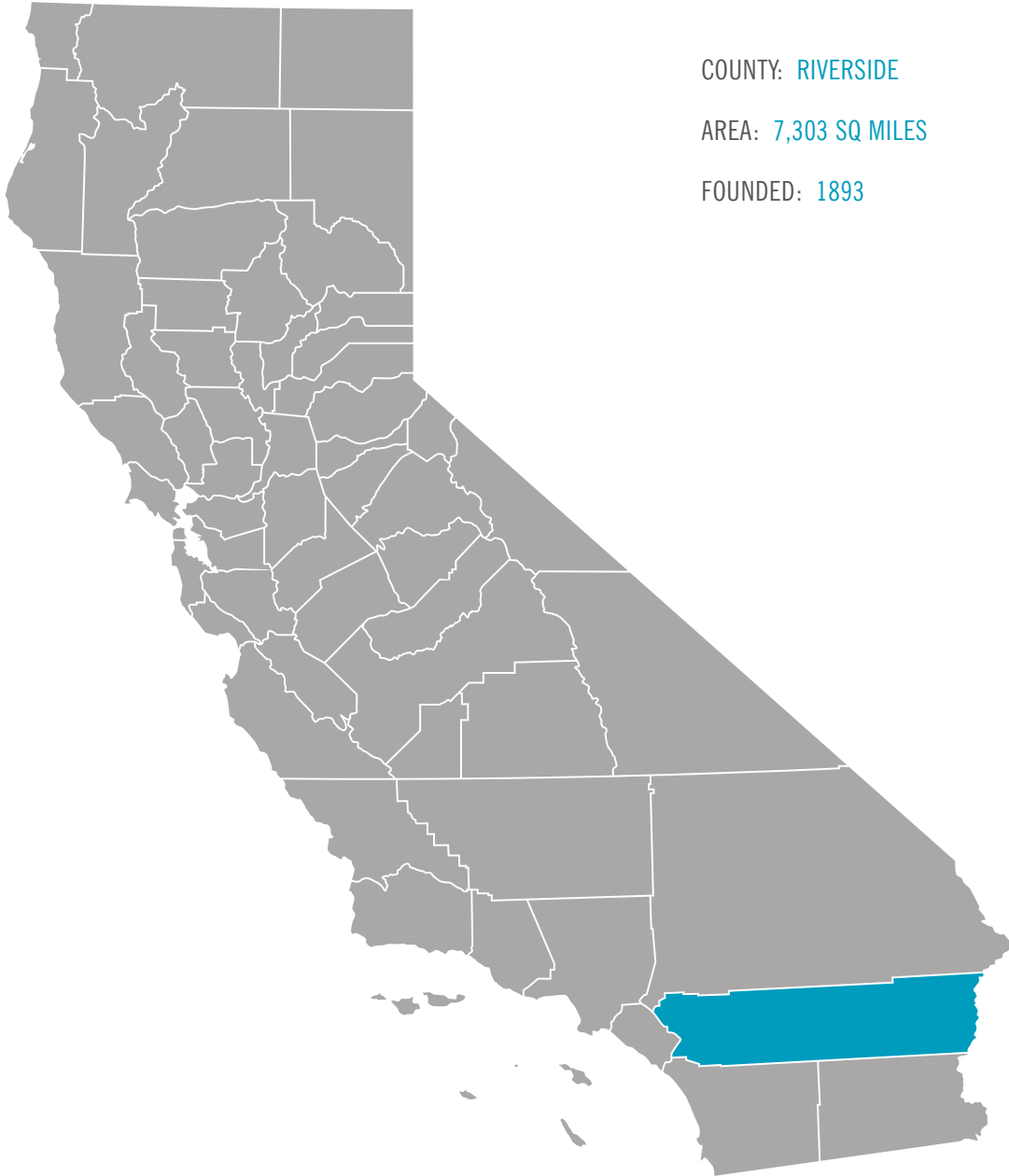
DESERT HOT SPRINGS

RANCHO MIRAGE

INDIAN WELLS

THOUSAND PALMS

INDIO



COUNTY: RIVERSIDE

AREA: 7,303 SQ MILES

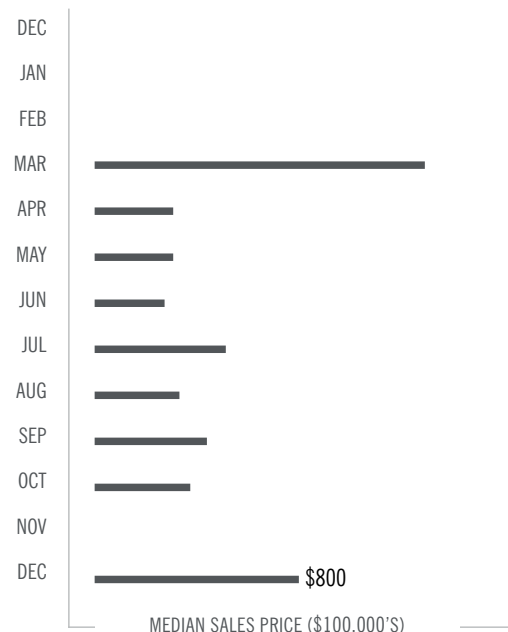
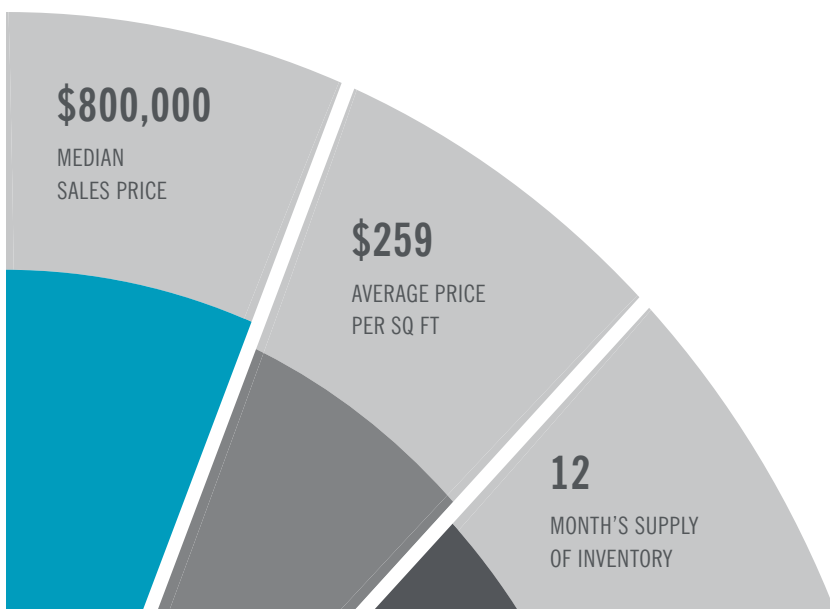
FOUNDED: 1893

# BERMUDA DUNES

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$0	\$267,000	\$435,000	\$800,000	n/a
Average Price per Square Foot .....	\$0	\$167	\$197	\$259	n/a
Properties Sold .....	0	2	1	1	n/a
Properties Pending Sale .....	0	2	1	1	n/a
Properties For Sale .....	12	12	12	12	0.0%
Days on Market (Pending Sale) .....	0	185	197	71	n/a
Month's Supply of Inventory .....	n/a	6	12	12	n/a
Percent Under Contract .....	0.0%	16.7%	8.3%	8.3%	n/a
Average Median Price for Last 12 Months	\$222,320	\$488,000	\$584,500	\$512,167	56.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

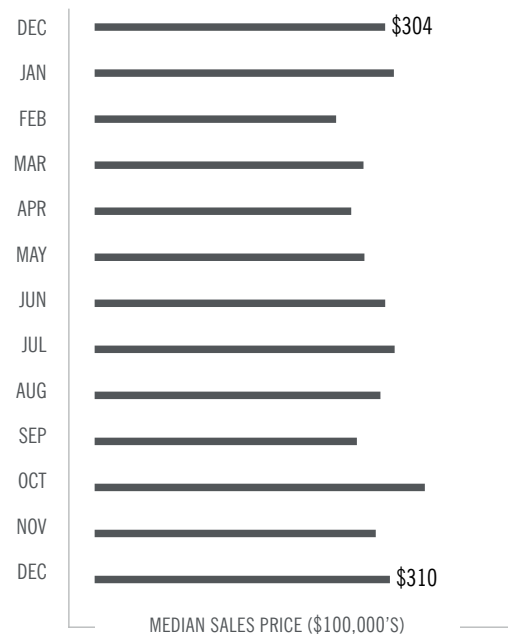
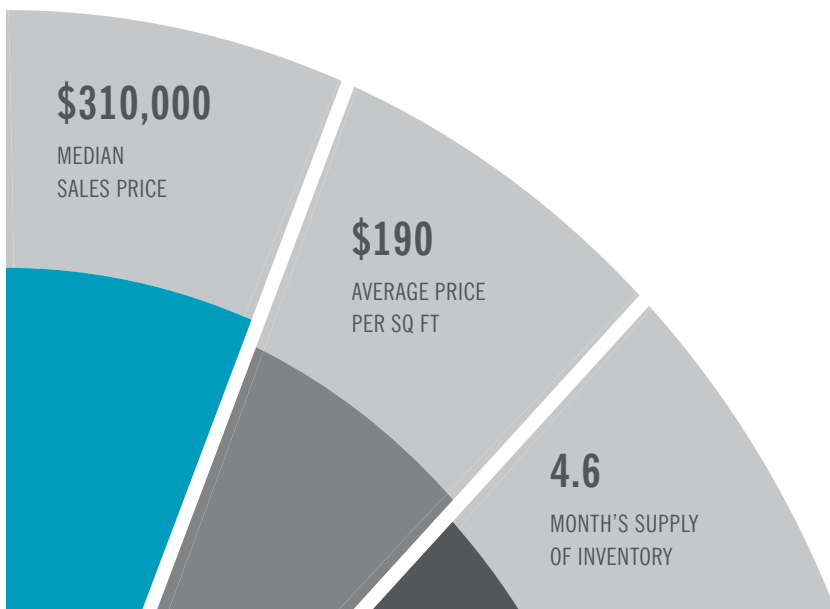


# CATHEDRAL CITY

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$304,950	\$305,000	\$275,000	\$310,000	1.7%
Average Price per Square Foot .....	\$170	\$202	\$171	\$190	11.8%
Properties Sold .....	24	27	19	23	-4.2%
Properties Pending Sale .....	17	35	25	23	35.3%
Properties For Sale .....	106	120	107	106	0.0%
Days on Market (Pending Sale) .....	94	49	30	47	-50.0%
Month's Supply of Inventory .....	4.4	4.4	5.6	4.6	4.3%
Percent Under Contract .....	16.0%	29.2%	23.4%	21.7%	35.3%
Average Median Price for Last 12 Months	\$271,913	\$306,992	\$317,333	\$296,392	8.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



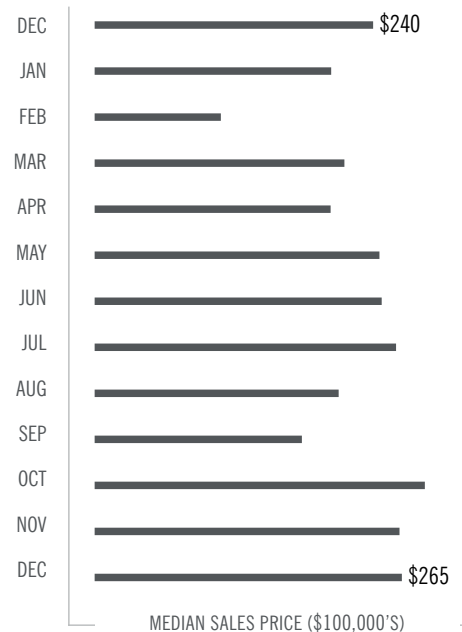
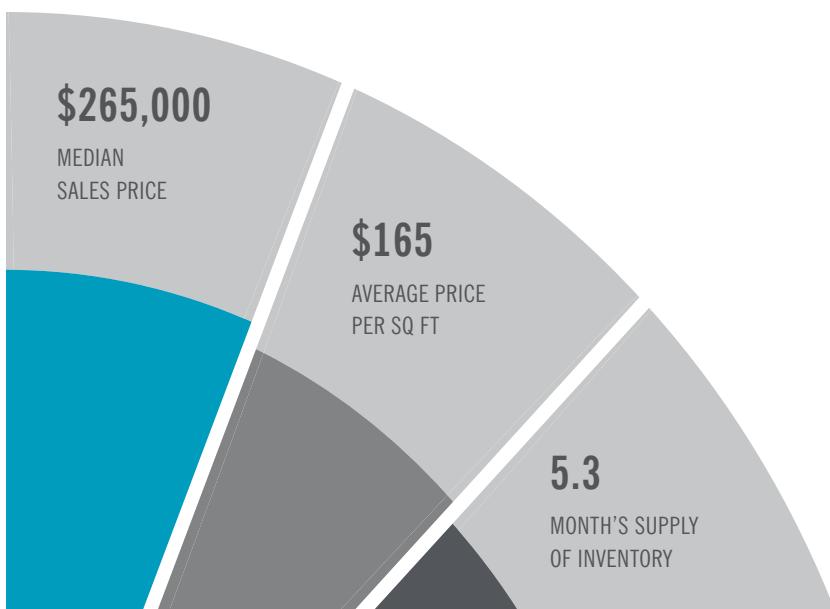
# COACHELLA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$240,000	\$247,450	\$178,000	\$265,000	10.4%
Average Price per Square Foot .....	\$130	\$140	\$122	\$165	26.9%
Properties Sold .....	5	4	1	3	-40.0%
Properties Pending Sale .....	3	4	4	4	33.3%
Properties For Sale .....	9	12	16	16	77.8%
Days on Market (Pending Sale) .....	49	44	33	66	34.7%
Month's Supply of Inventory .....	1.8	3	16	5.3	196.3%
Percent Under Contract .....	33.3%	33.3%	25.0%	25.0%	-25.0%
Average Median Price for Last 12 Months	\$219,594	\$243,483	\$270,983	\$224,835	2.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





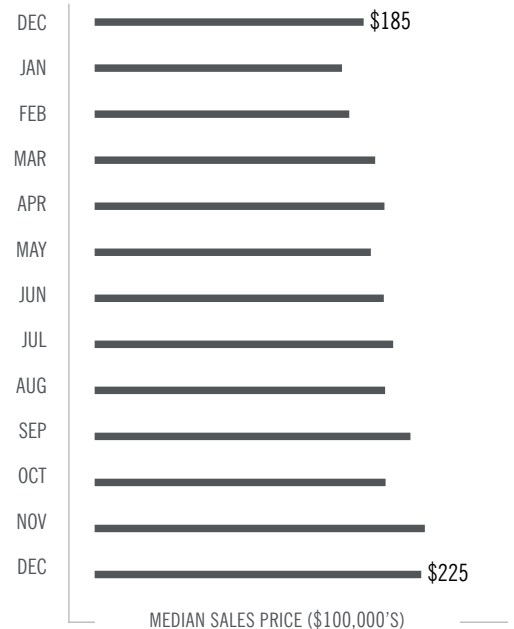
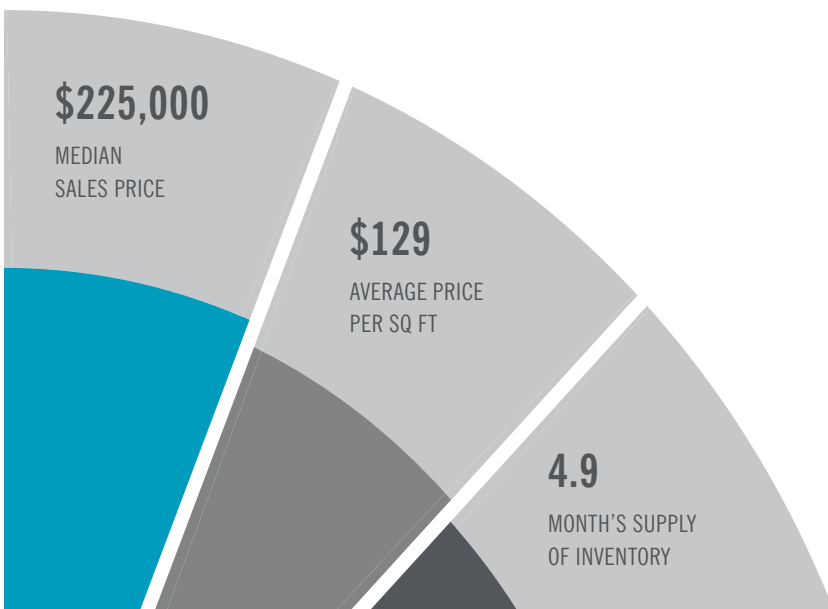
# DESERT HOT SPRINGS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$185,000	\$199,000	\$217,500	\$225,000	21.6%
Average Price per Square Foot .....	\$122	\$130	\$127	\$129	5.7%
Properties Sold .....	19	31	22	34	78.9%
Properties Pending Sale .....	18	22	28	30	66.7%
Properties For Sale .....	146	178	164	167	14.4%
Days on Market (Pending Sale) .....	60	50	82	75	25.0%
Month's Supply of Inventory .....	7.7	5.7	7.5	4.9	-36.1%
Percent Under Contract .....	12.3%	12.4%	17.1%	18.0%	45.7%
Average Median Price for Last 12 Months	\$174,949	\$212,608	\$217,583	\$199,004	12.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

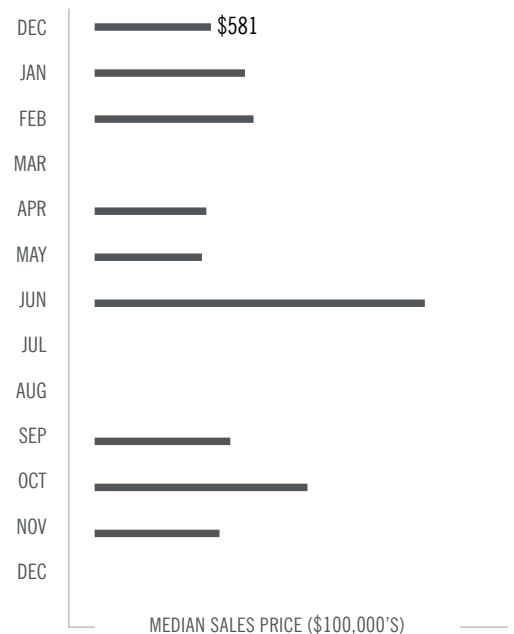
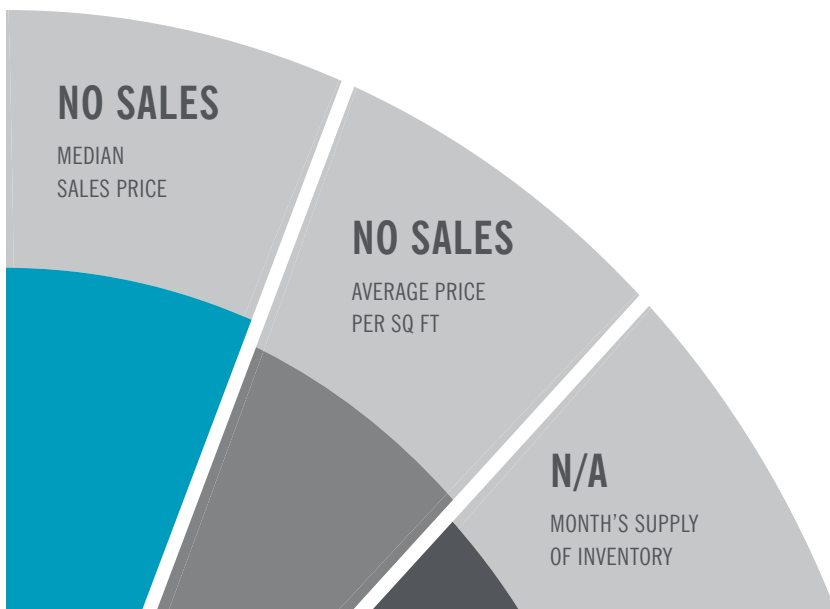


# INDIAN WELLS

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$581,250	\$1,675,000	\$680,000	\$0	-100.0%
Average Price per Square Foot .....	\$231	\$362	\$322	\$0	-100.0%
Properties Sold .....	2	1	1	0	-100.0%
Properties Pending Sale .....	0	1	1	5	n/a
Properties For Sale .....	15	13	12	19	26.7%
Days on Market (Pending Sale) .....	0	14	49	78	n/a
Month's Supply of Inventory .....	7.5	13	12	n/a	n/a
Percent Under Contract .....	0.0%	7.7%	8.3%	26.3%	n/a
Average Median Price for Last 12 Months	\$591,229	\$793,167	\$849,750	\$809,139	26.9%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

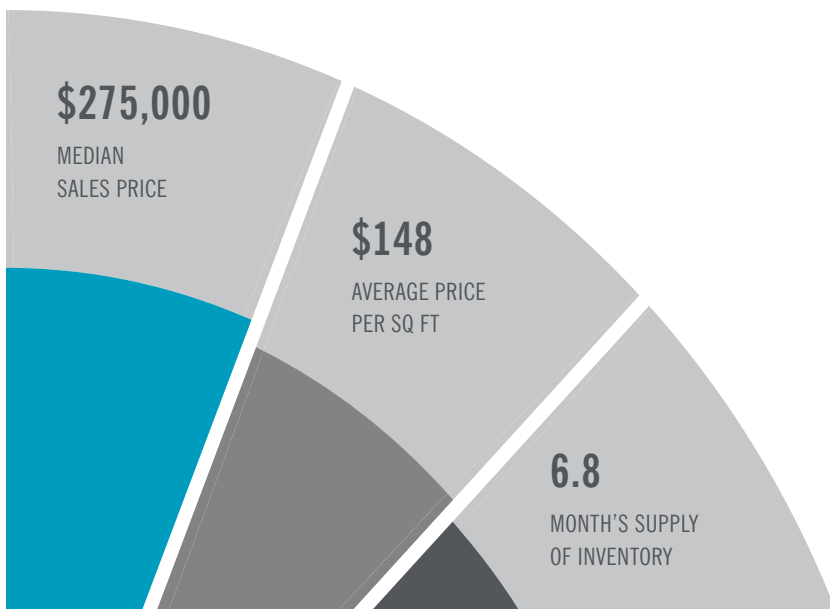
## CURRENT MARKET SNAPSHOT



DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$246,000	\$285,500	\$315,000	\$275,000	11.8%
Average Price per Square Foot .....	\$132	\$141	\$142	\$148	12.1%
Properties Sold .....	15	24	19	15	0.0%
Properties Pending Sale .....	9	23	18	26	188.9%
Properties For Sale .....	88	91	78	102	15.9%
Days on Market (Pending Sale) .....	120	36	52	58	-51.7%
Month's Supply of Inventory .....	5.9	3.8	4.1	6.8	15.9%
Percent Under Contract .....	10.2%	25.3%	23.1%	25.5%	149.2%
Average Median Price for Last 12 Months	\$292,995	\$280,875	\$274,750	\$279,156	-5.0%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



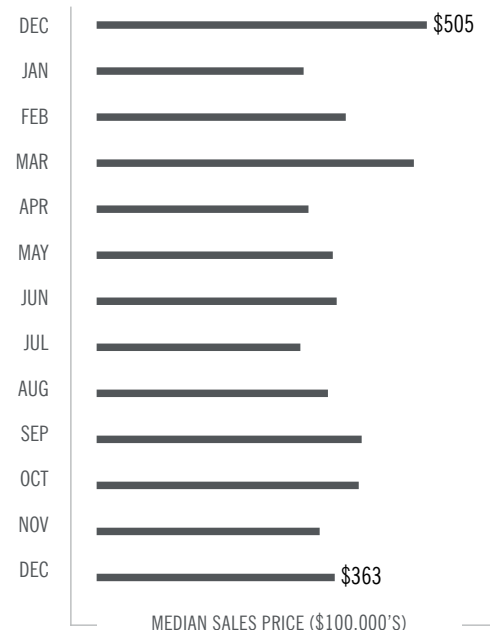
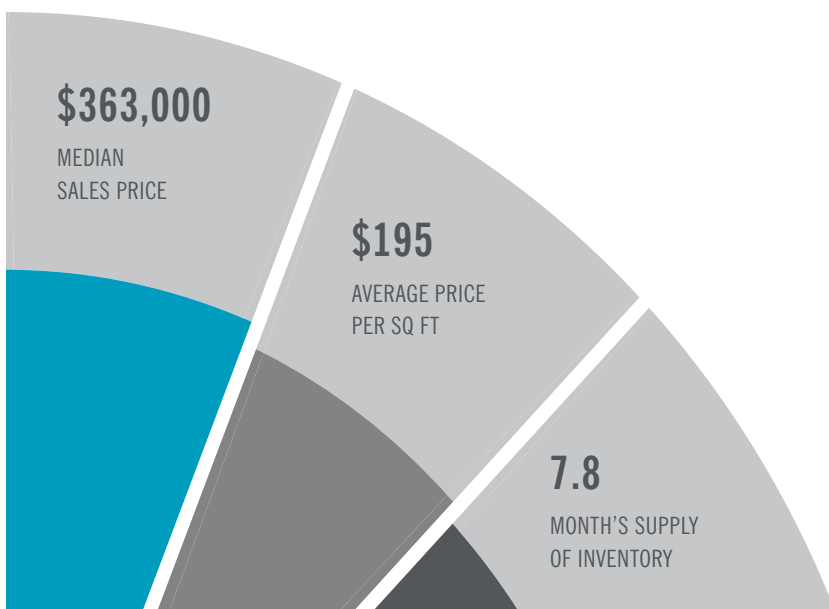
# LA QUINTA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$505,000	\$366,000	\$404,500	\$363,000	-28.1%
Average Price per Square Foot .....	\$246	\$206	\$202	\$195	-20.7%
Properties Sold .....	10	16	8	9	-10.0%
Properties Pending Sale .....	7	16	13	10	42.9%
Properties For Sale .....	106	88	78	70	-34.0%
Days on Market (Pending Sale) .....	123	96	70	61	-50.4%
Month's Supply of Inventory .....	10.6	5.5	9.8	7.8	-26.6%
Percent Under Contract .....	6.6%	18.2%	16.7%	14.3%	116.3%
Average Median Price for Last 12 Months	\$310,554	\$361,625	\$367,583	\$377,173	17.7%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



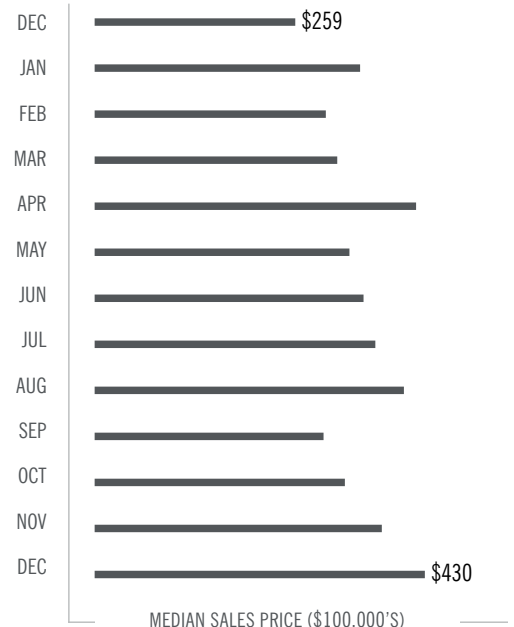
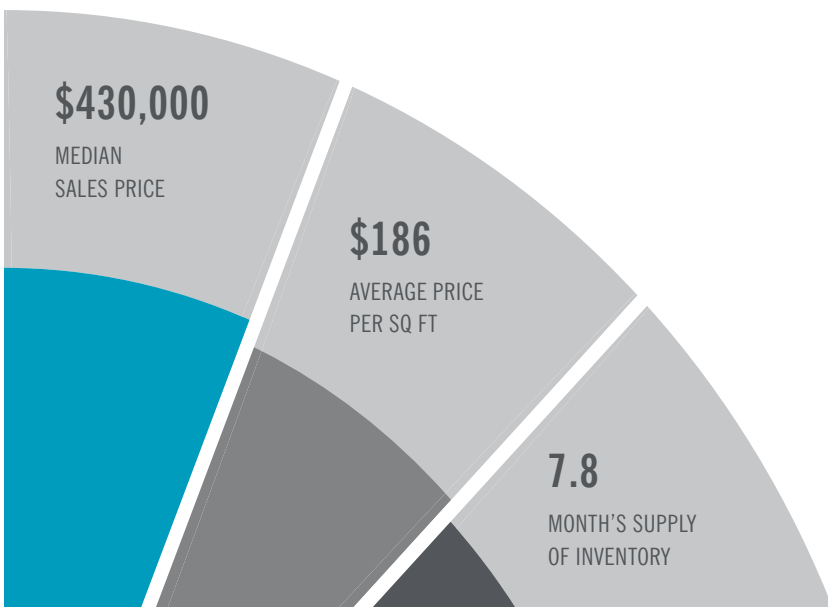
# PALM DESERT

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$259,900	\$349,500	\$297,000	\$430,000	65.4%
Average Price per Square Foot .....	\$186	\$213	\$204	\$186	0.0%
Properties Sold .....	11	16	9	13	18.2%
Properties Pending Sale .....	7	17	12	15	114.3%
Properties For Sale .....	80	91	75	101	26.2%
Days on Market (Pending Sale) .....	59	83	82	41	-30.5%
Month's Supply of Inventory .....	7.3	5.7	8.3	7.8	6.8%
Percent Under Contract .....	8.8%	18.7%	16.0%	14.9%	69.7%
Average Median Price for Last 12 Months	\$358,114	\$365,500	\$376,167	\$347,069	-3.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



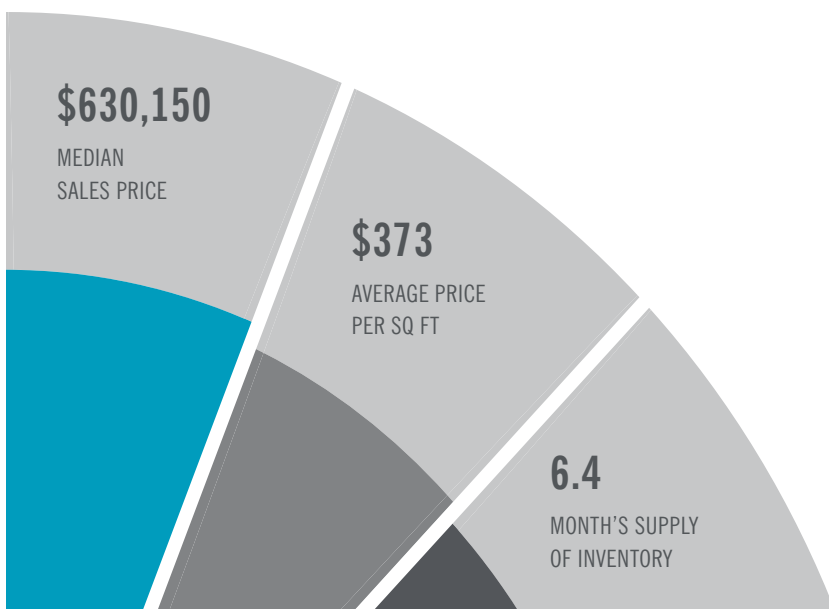
# PALM SPRINGS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$621,000	\$605,000	\$518,750	\$630,150	1.5%
Average Price per Square Foot .....	\$305	\$334	\$319	\$373	22.3%
Properties Sold .....	59	93	56	60	1.7%
Properties Pending Sale .....	53	75	58	50	-5.7%
Properties For Sale .....	446	399	380	385	-13.7%
Days on Market (Pending Sale) .....	87	80	96	62	-28.7%
Month's Supply of Inventory .....	7.6	4.3	6.8	6.4	-15.1%
Percent Under Contract .....	11.9%	18.8%	15.3%	13.0%	9.3%
Average Median Price for Last 12 Months	\$583,250	\$615,567	\$642,217	\$604,758	3.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



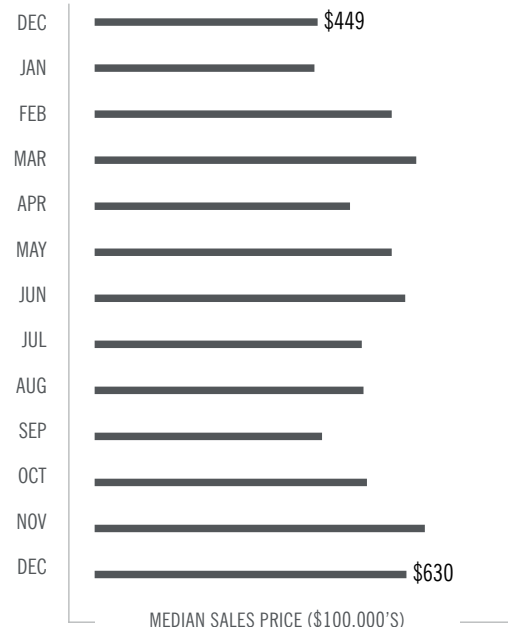
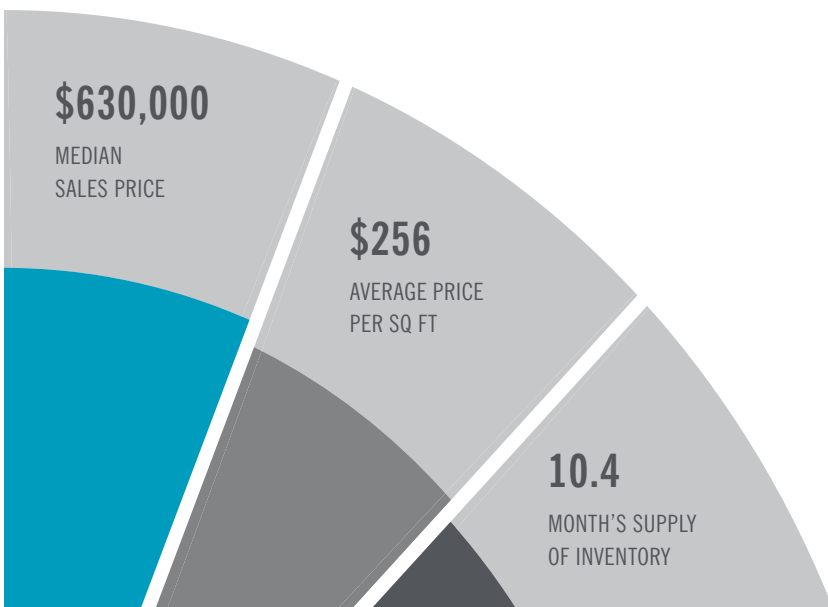
# RANCHO MIRAGE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$449,000	\$627,500	\$458,000	\$630,000	40.3%
Average Price per Square Foot .....	\$192	\$221	\$233	\$256	33.3%
Properties Sold .....	5	14	11	13	160.0%
Properties Pending Sale .....	4	18	11	8	100.0%
Properties For Sale .....	133	129	116	135	1.5%
Days on Market (Pending Sale) .....	112	161	127	70	-37.5%
Month's Supply of Inventory .....	26.6	9.2	10.5	10.4	-61.0%
Percent Under Contract .....	3.0%	14.0%	9.5%	5.9%	97.0%
Average Median Price for Last 12 Months	\$535,375	\$564,417	\$615,667	\$559,269	4.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

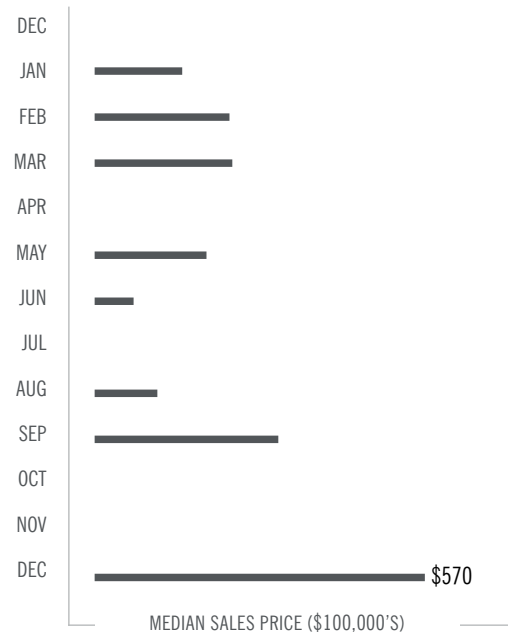
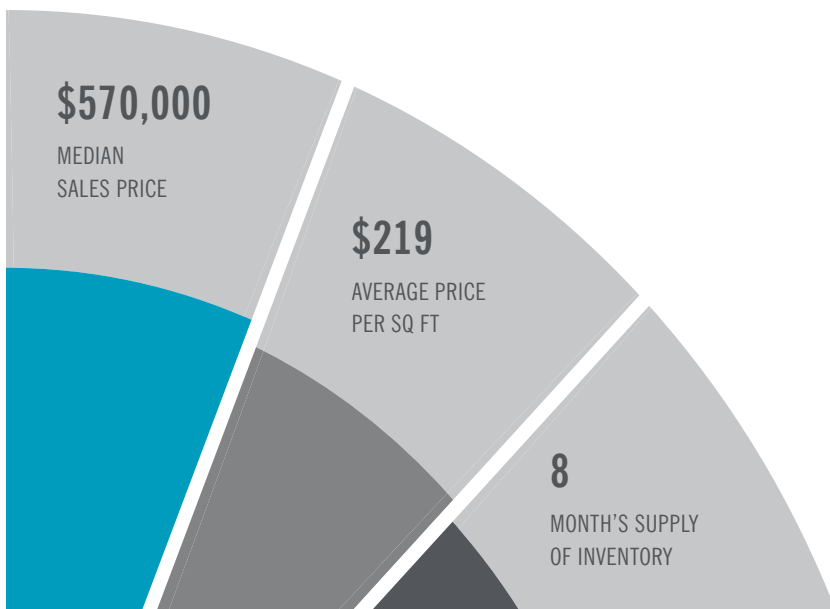


# THOUSAND PALMS

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$0	\$63,140	\$315,000	\$570,000	n/a
Average Price per Square Foot .....	\$0	\$57	\$139	\$219	n/a
Properties Sold .....	0	2	2	1	n/a
Properties Pending Sale .....	1	6	0	2	100.0%
Properties For Sale .....	7	17	9	8	14.3%
Days on Market (Pending Sale) .....	49	67	0	20	-59.2%
Month's Supply of Inventory .....	7	2.8	n/a	8	14.3%
Percent Under Contract .....	14.3%	35.3%	0.0%	25.0%	75.0%
Average Median Price for Last 12 Months	\$44,307	\$329,833	\$570,000	\$206,150	78.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT







# CONDOMINIUMS

BEVERLY CENTER - MIRACLE MILE

SANTA MONICA

BEVERLY HILLS

SHERMAN OAKS

BRENTWOOD

STUDIO CITY

CULVER CITY

VENICE

ENCINO

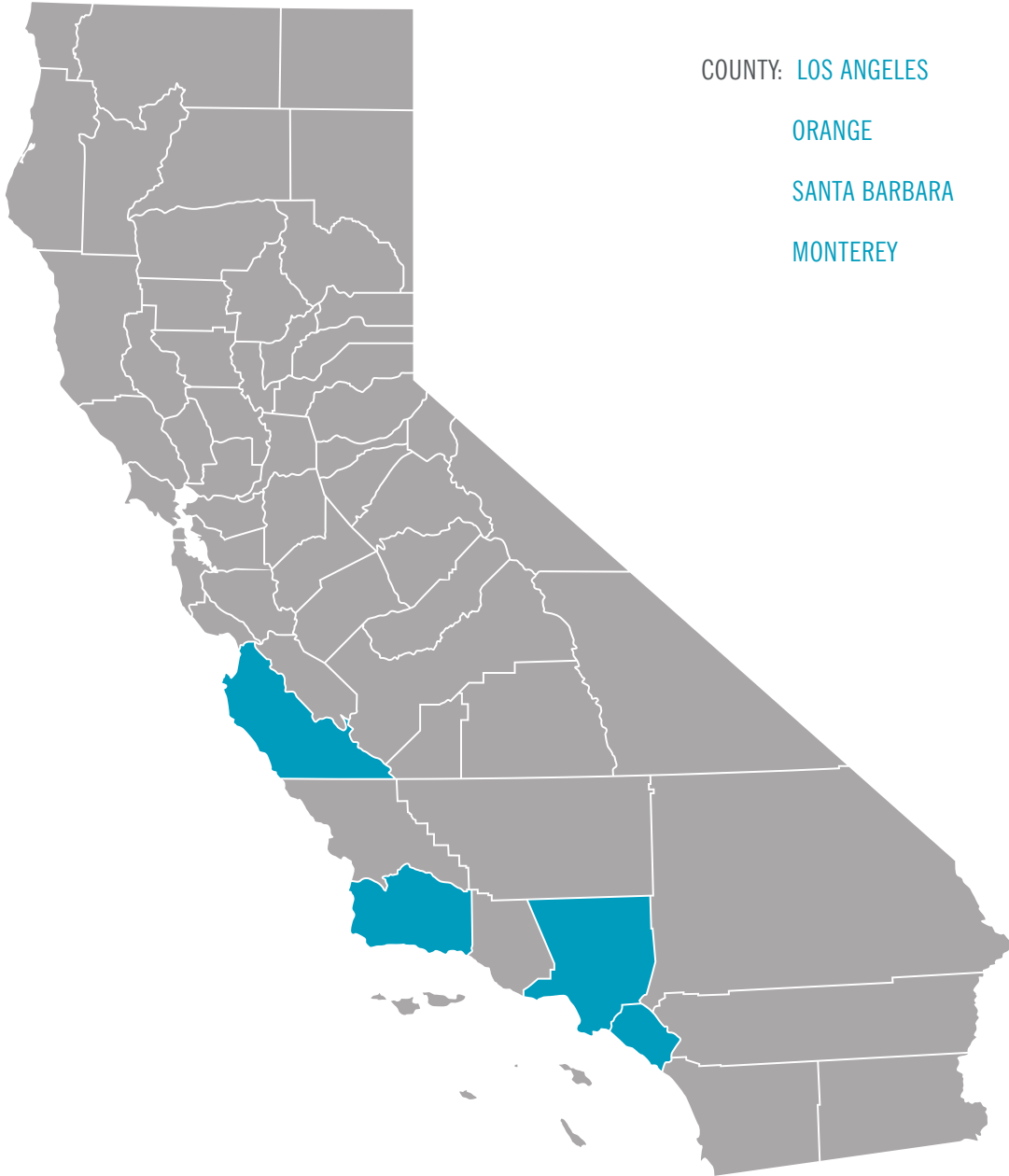
WEST HOLLYWOOD

MALIBU

WEST LA

MARINA DEL REY

WESTWOOD - CENTURY CITY



COUNTY: LOS ANGELES

ORANGE

SANTA BARBARA

MONTEREY

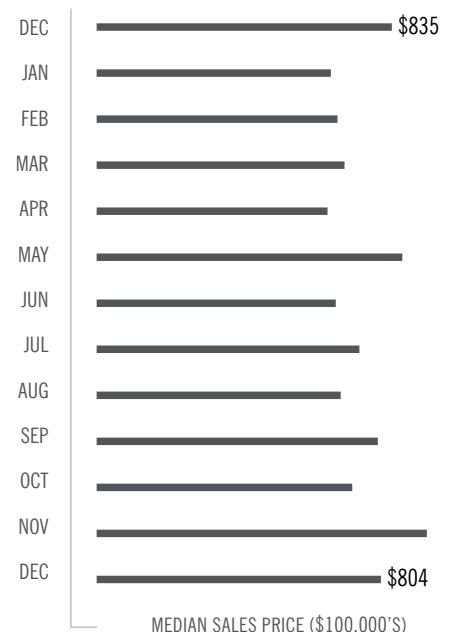
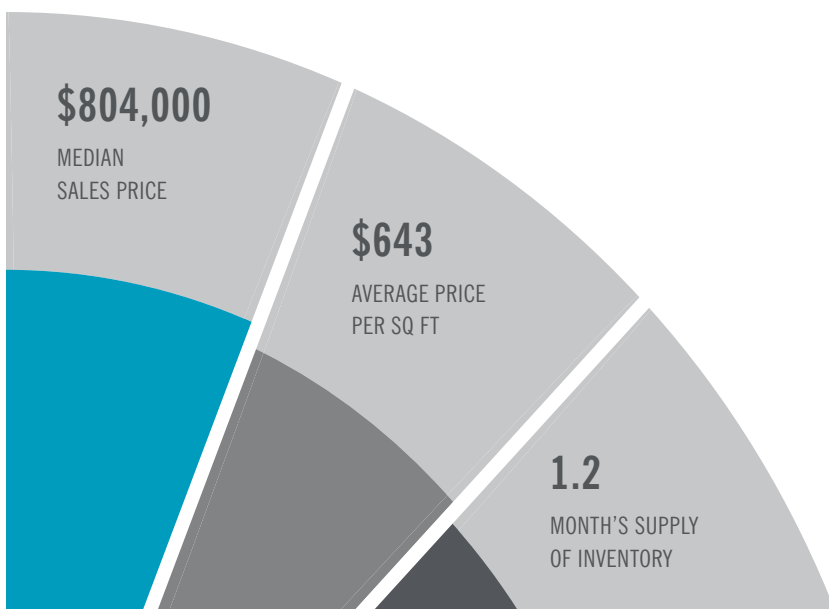
# BEVERLY CENTER - MIRACLE MILE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$835,000	\$675,000	\$795,000	\$804,000	-3.7%
Average Price per Square Foot .....	\$569	\$576	\$575	\$643	13.0%
Properties Sold .....	5	9	11	8	60.0%
Properties Pending Sale .....	6	7	9	3	-50.0%
Properties For Sale .....	25	33	26	10	-60.0%
Days on Market (Pending Sale) .....	86	30	23	63	-26.7%
Month's Supply of Inventory .....	5	3.7	2.4	1.2	-75.0%
Percent Under Contract .....	24.0%	21.2%	34.6%	30.0%	25.0%
Average Median Price for Last 12 Months	\$727,000	\$781,252	\$820,333	\$750,385	3.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

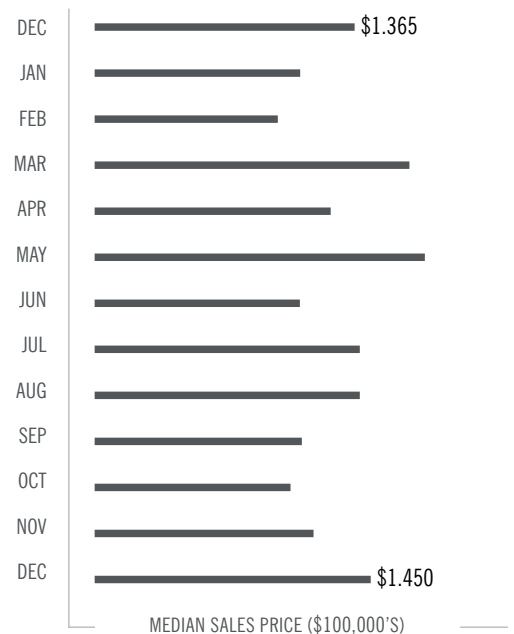
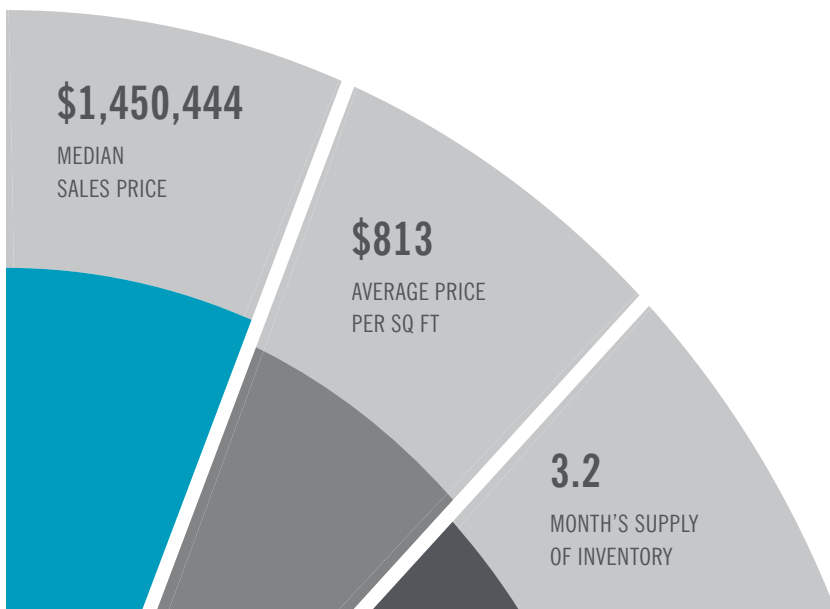


# BEVERLY HILLS

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$1,365,000	\$1,074,500	\$1,085,000	\$1,450,444	6.3%
Average Price per Square Foot .....	\$699	\$716	\$679	\$813	16.3%
Properties Sold .....	8	10	9	11	37.5%
Properties Pending Sale .....	7	9	9	4	-42.9%
Properties For Sale .....	43	68	55	35	-18.6%
Days on Market (Pending Sale) .....	50	60	47	57	14.0%
Month's Supply of Inventory .....	5.4	6.8	6.1	3.2	-40.8%
Percent Under Contract .....	16.3%	13.2%	16.4%	11.4%	-29.8%
Average Median Price for Last 12 Months	\$1,211,074	\$1,248,741	\$1,207,481	\$1,276,688	5.4%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



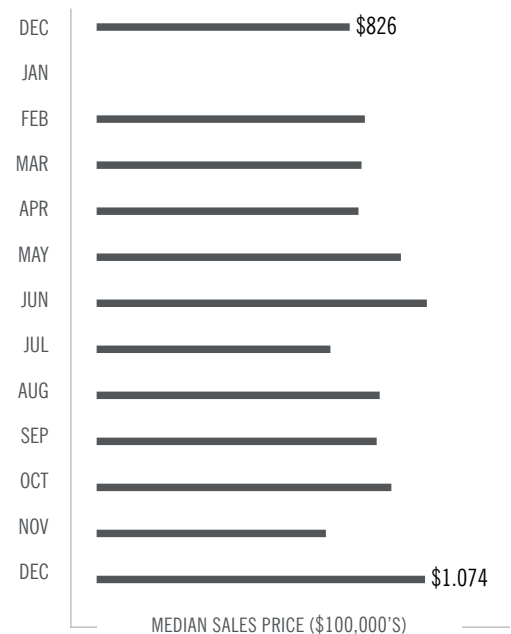
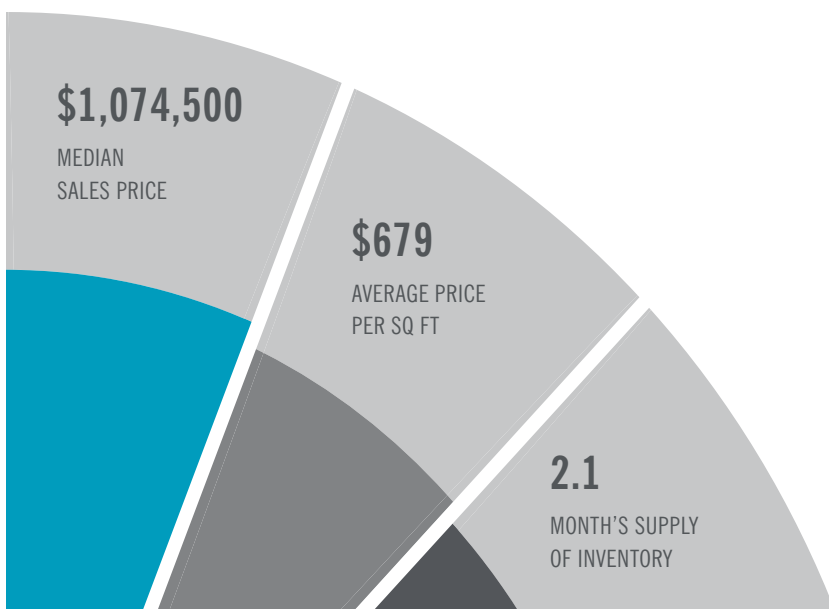
# BRENTWOOD

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$826,000	\$1,080,500	\$915,000	\$1,074,500	30.1%
Average Price per Square Foot .....	\$572	\$658	\$666	\$679	18.7%
Properties Sold .....	10	19	17	18	80.0%
Properties Pending Sale .....	11	17	17	8	-27.3%
Properties For Sale .....	42	54	53	38	-9.5%
Days on Market (Pending Sale) .....	46	19	34	28	-39.1%
Month's Supply of Inventory .....	4.2	2.8	3.1	2.1	-49.7%
Percent Under Contract .....	26.2%	31.5%	32.1%	21.1%	-19.6%
Average Median Price for Last 12 Months	\$839,333	\$898,000	\$928,500	\$907,125	8.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



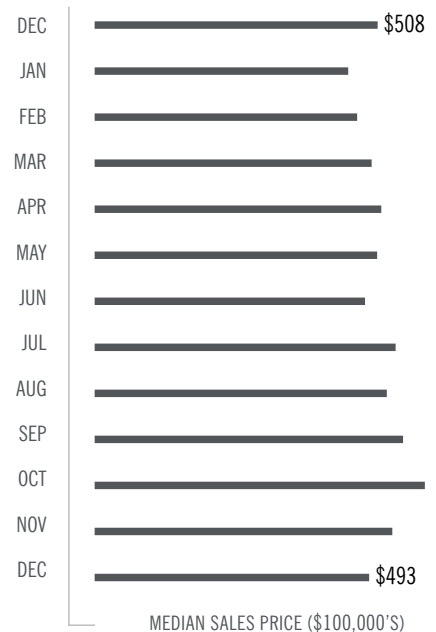
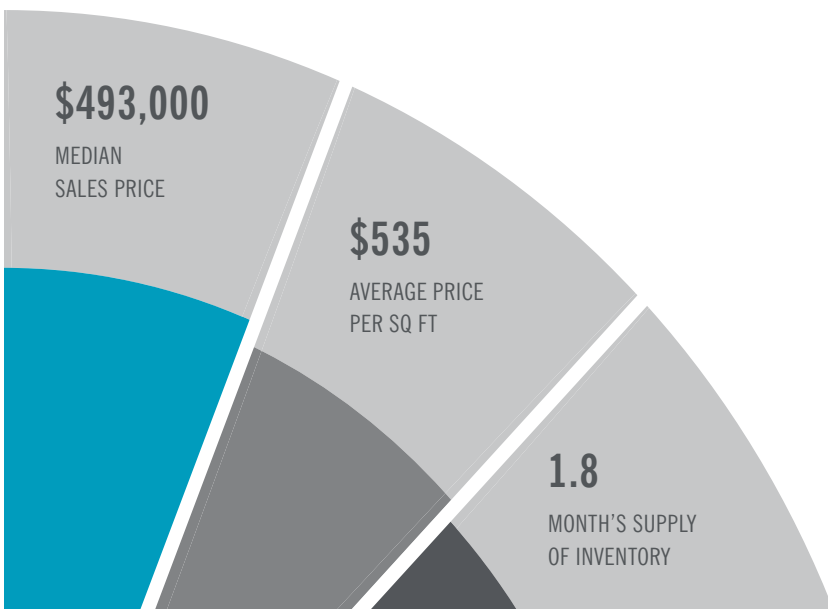
# CULVER CITY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$508,425	\$485,500	\$554,500	\$493,000	-3.0%
Average Price per Square Foot .....	\$512	\$534	\$509	\$535	4.5%
Properties Sold .....	12	10	14	14	16.7%
Properties Pending Sale .....	6	18	10	18	200.0%
Properties For Sale .....	20	33	21	25	25.0%
Days on Market (Pending Sale) .....	24	15	31	24	0.0%
Month's Supply of Inventory .....	1.7	3.3	1.5	1.8	7.1%
Percent Under Contract .....	30.0%	54.5%	47.6%	72.0%	140.0%
Average Median Price for Last 12 Months	\$469,902	\$540,417	\$540,667	\$514,052	9.4%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



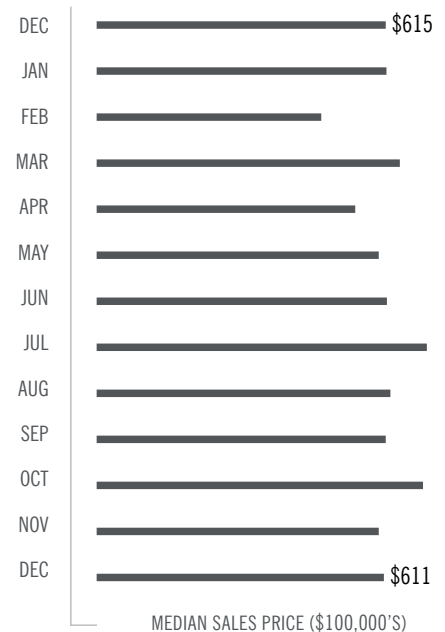
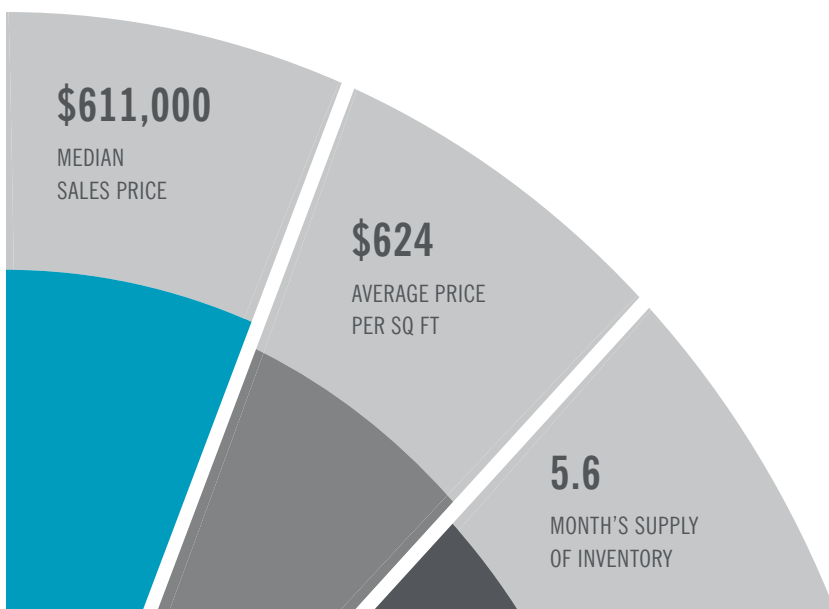
# DOWNTOWN

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$615,000	\$617,500	\$615,000	\$611,000	-0.7%
Average Price per Square Foot .....	\$621	\$786	\$689	\$624	0.5%
Properties Sold .....	28	42	45	31	10.7%
Properties Pending Sale .....	31	47	36	31	0.0%
Properties For Sale .....	208	249	223	175	-15.9%
Days on Market (Pending Sale) .....	50	46	42	67	34.0%
Month's Supply of Inventory .....	7.4	5.9	5	5.6	-24.0%
Percent Under Contract .....	14.9%	18.9%	16.1%	17.7%	18.9%
Average Median Price for Last 12 Months	\$593,188	\$641,542	\$635,333	\$613,038	3.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





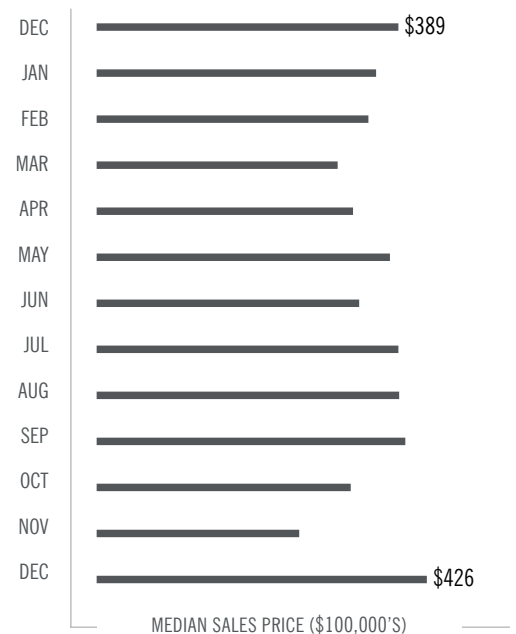
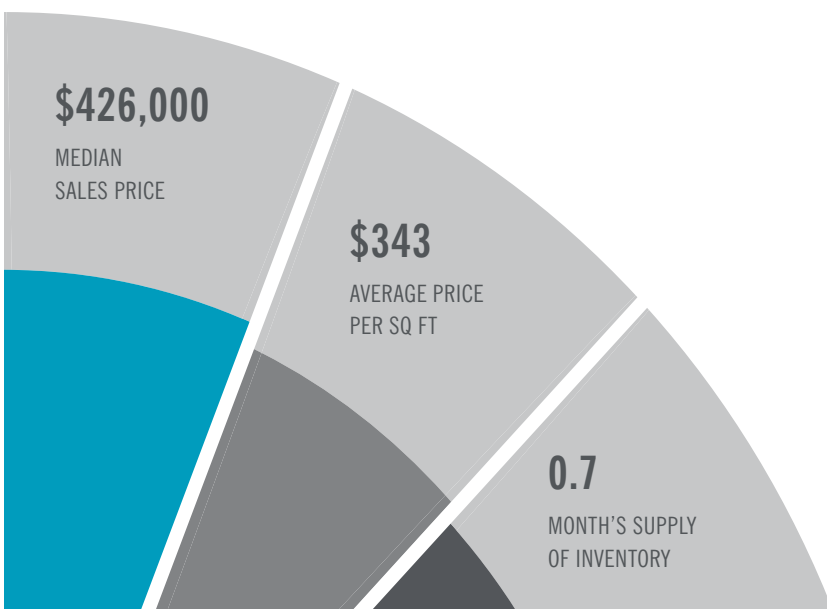
# ENCINO

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$389,000	\$338,000	\$398,000	\$426,000	9.5%
Average Price per Square Foot .....	\$290	\$334	\$411	\$343	18.3%
Properties Sold .....	17	22	12	20	17.6%
Properties Pending Sale .....	22	17	19	12	-45.5%
Properties For Sale .....	22	29	20	14	-36.4%
Days on Market (Pending Sale) .....	56	30	47	74	32.1%
Month's Supply of Inventory .....	1.3	1.3	1.7	0.7	-45.9%
Percent Under Contract .....	100.0%	58.6%	95.0%	85.7%	-14.3%
Average Median Price for Last 12 Months	\$355,583	\$365,000	\$337,667	\$357,308	0.5%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



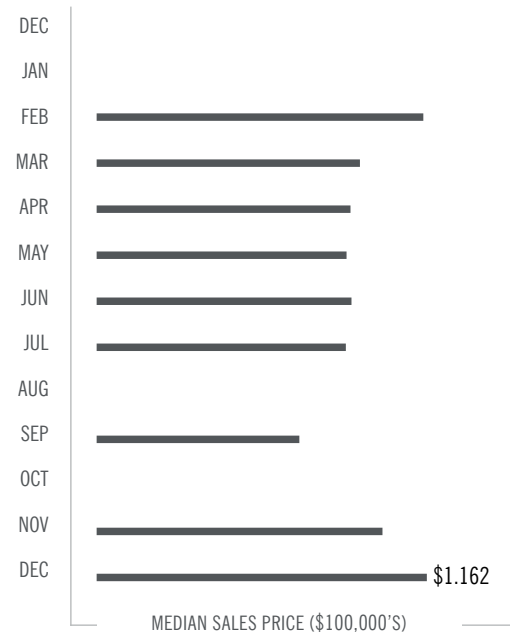
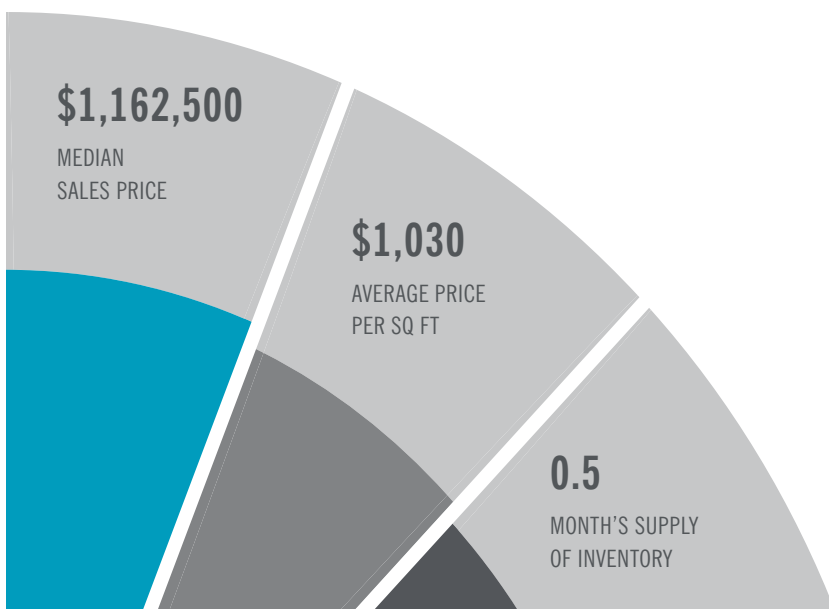
# MALIBU

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$0	\$895,000	\$710,000	\$1,162,500	n/a
Average Price per Square Foot .....	\$0	\$803	\$818	\$1,030	n/a
Properties Sold .....	0	3	3	47	n/a
Properties Pending Sale .....	0	3	2	5	n/a
Properties For Sale .....	19	19	21	23	21.1%
Days on Market (Pending Sale) .....	0	24	2		%
Month's Supply of Inventory .....	n/a	6.3	7	0.5	n/a
Percent Under Contract .....	0.0%	15.8%	9.5%	21.7%	n/a
Average Median Price for Last 12 Months	\$1,092,375	\$938,125	\$1,083,750	\$943,500	-13.6%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

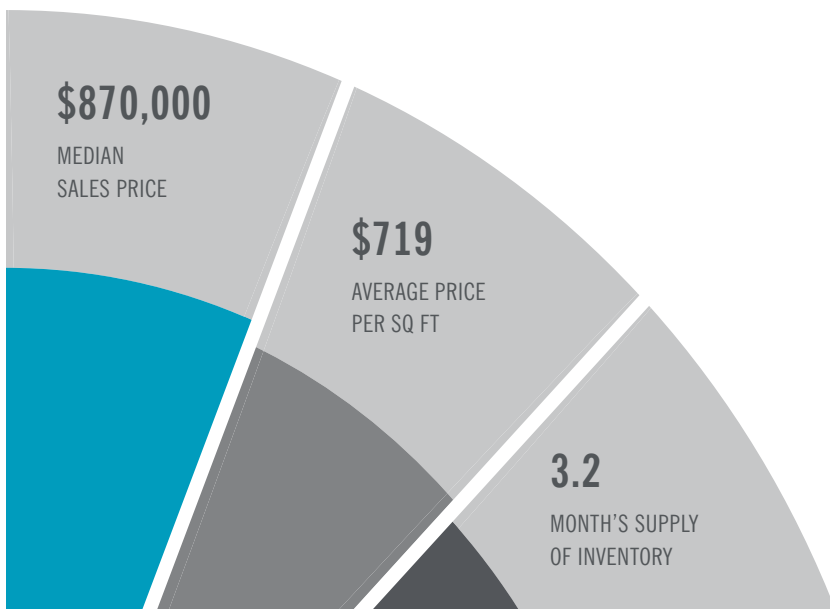


# MARINA DEL REY

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$795,000	\$878,900	\$899,000	\$870,000	9.4%
Average Price per Square Foot .....	\$758	\$700	\$664	\$719	-5.1%
Properties Sold .....	21	20	17	23	9.5%
Properties Pending Sale .....	20	20	20	14	-30.0%
Properties For Sale .....	82	93	94	74	-9.8%
Days on Market (Pending Sale) .....	60	56	26	38	-36.7%
Month's Supply of Inventory .....	3.9	4.6	5.5	3.2	-17.6%
Percent Under Contract .....	24.4%	21.5%	21.3%	18.9%	-22.4%
Average Median Price for Last 12 Months	\$869,958	\$914,833	\$896,667	\$897,857	3.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



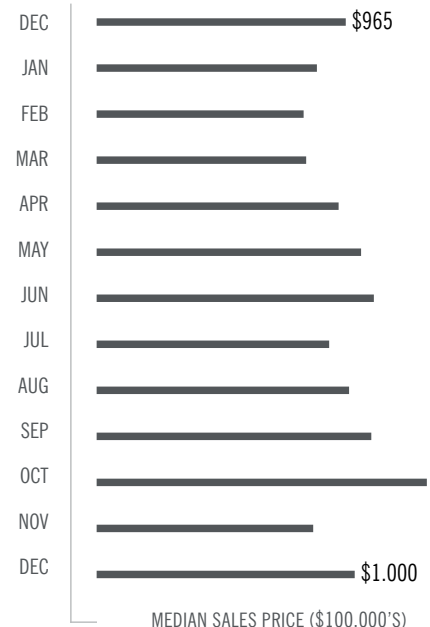
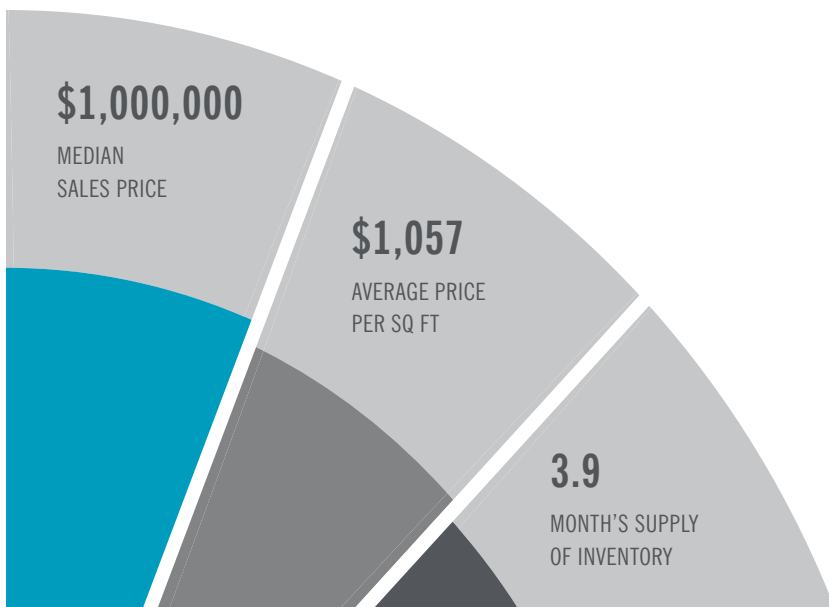
# SANTA MONICA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$965,000	\$1,075,000	\$1,065,000	\$1,000,000	3.6%
Average Price per Square Foot .....	\$1,036	\$1,039	\$997	\$1,057	2.0%
Properties Sold .....	17	29	32	18	5.9%
Properties Pending Sale .....	15	20	18	8	-46.7%
Properties For Sale .....	78	81	86	70	-10.3%
Days on Market (Pending Sale) .....	37	32	29	34	-8.1%
Month's Supply of Inventory .....	4.6	2.8	2.7	3.9	-15.2%
Percent Under Contract .....	19.2%	24.7%	20.9%	11.4%	-40.6%
Average Median Price for Last 12 Months	\$907,521	\$1,010,500	\$1,040,000	\$963,615	6.2%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



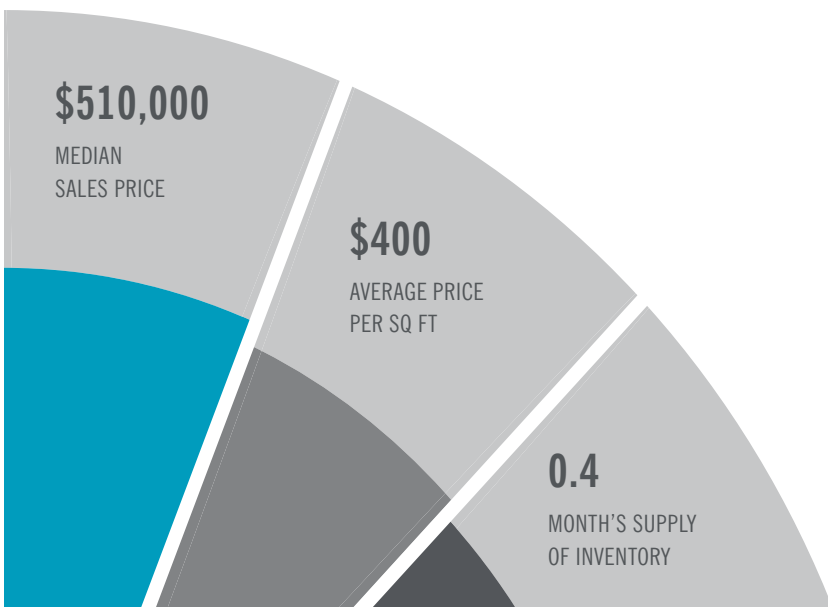
# SHERMAN OAKS

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$480,000	\$505,000	\$540,000	\$510,000	6.2%
Average Price per Square Foot .....	\$357	\$391	\$397	\$400	12.0%
Properties Sold .....	15	32	16	19	26.7%
Properties Pending Sale .....	16	29	23	13	-18.8%
Properties For Sale .....	28	32	15	8	-71.4%
Days on Market (Pending Sale) .....	53	38	41	39	-26.4%
Month's Supply of Inventory .....	1.9	1	0.9	0.4	-77.4%
Percent Under Contract .....	57.1%	90.6%	153.3%	162.5%	184.4%
Average Median Price for Last 12 Months	\$454,250	\$516,167	\$503,000	\$495,538	9.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



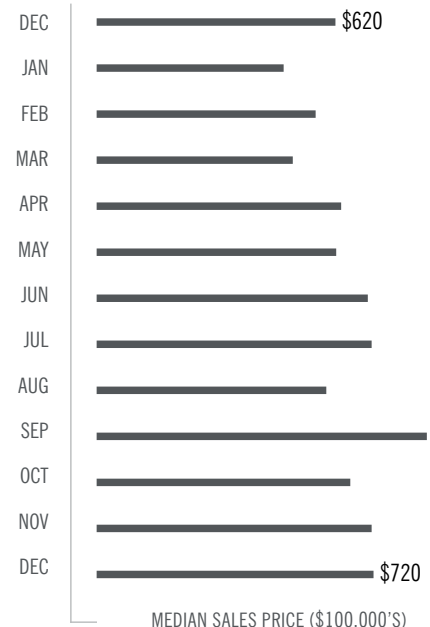
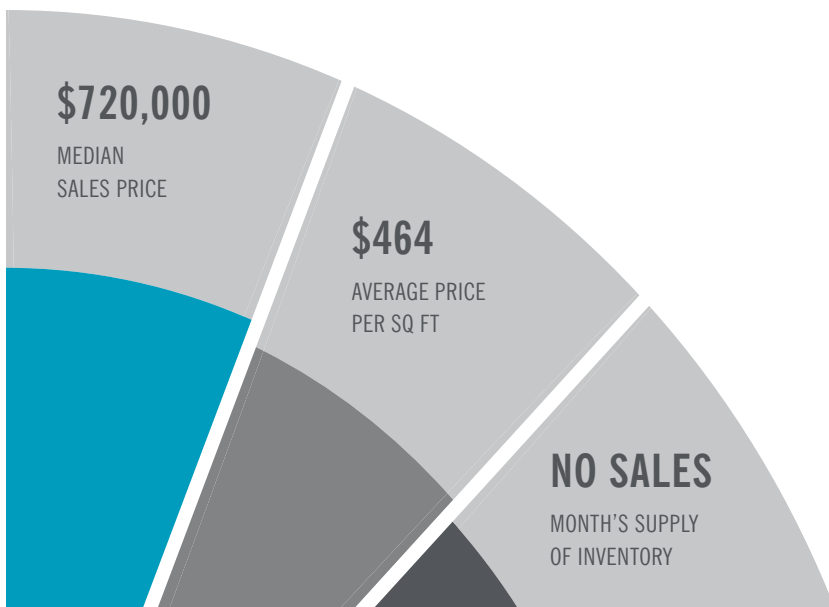
# STUDIO CITY

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$620,000	\$705,000	\$860,000	\$720,000	16.1%
Average Price per Square Foot .....	\$406	\$440	\$520	\$464	14.3%
Properties Sold .....	6	11	24	19	216.7%
Properties Pending Sale .....	7	20	20	14	100.0%
Properties For Sale .....	29	21	22	9	-69.0%
Days on Market (Pending Sale) .....	98	89	47	43	-56.1%
Month's Supply of Inventory .....	4.8	1.9	0.9	0	%
Percent Under Contract .....	24.1%	95.2%	90.9%	155.6%	544.4%
Average Median Price for Last 12 Months	\$561,000	\$710,833	\$698,000	\$646,692	15.3%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT



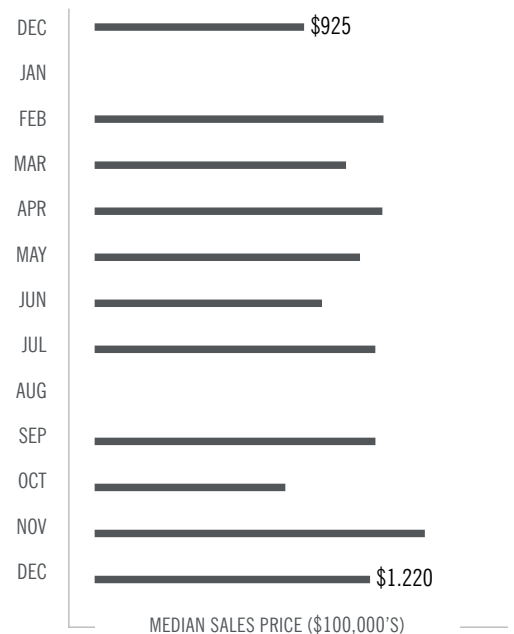
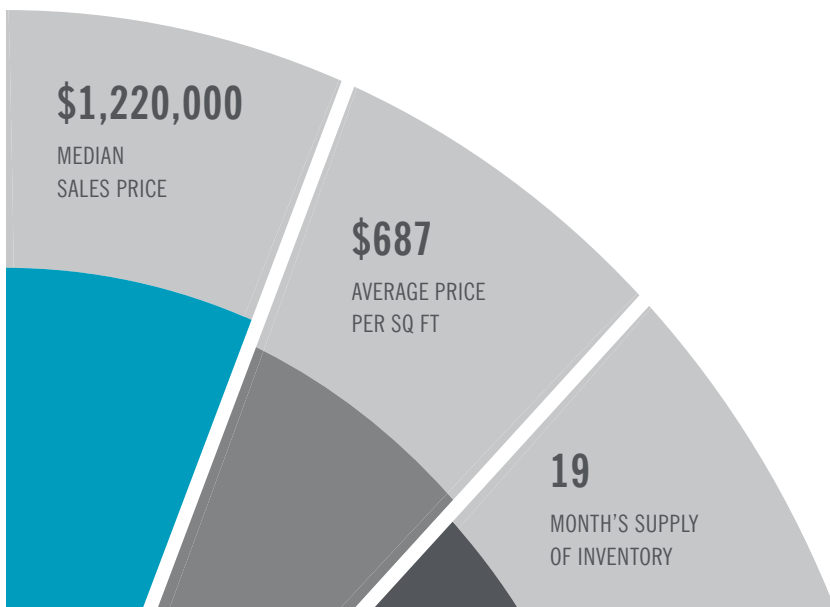
# VENICE

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$925,000	\$1,005,000	\$1,244,000	\$1,220,000	31.9%
Average Price per Square Foot .....	\$792	\$846	\$887	\$687	-13.3%
Properties Sold .....	3	1	5	1	-66.7%
Properties Pending Sale .....	0	2	2	3	n/a
Properties For Sale .....	10	16	15	19	90.0%
Days on Market (Pending Sale) .....	0	77	105	30	n/a
Month's Supply of Inventory .....	3.3	16	3	19	470.0%
Percent Under Contract .....	0.0%	12.5%	13.3%	15.8%	n/a
Average Median Price for Last 12 Months	\$1,046,208	\$1,202,700	\$1,175,333	\$1,162,364	11.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT

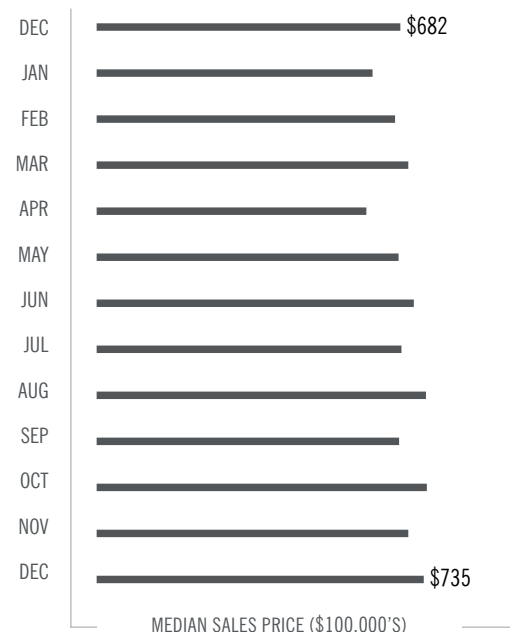
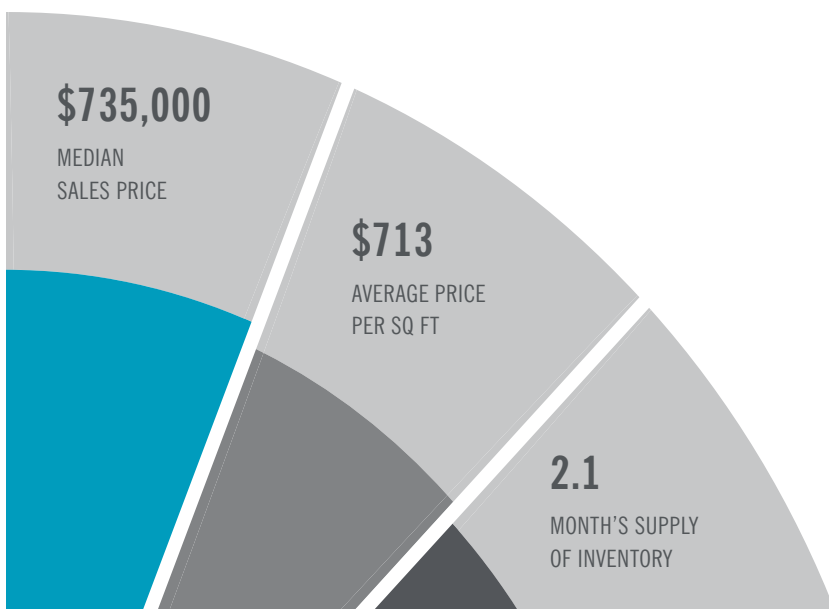


# WEST HOLLYWOOD

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$682,000	\$712,500	\$679,150	\$735,000	7.8%
Average Price per Square Foot .....	\$663	\$641	\$655	\$713	7.5%
Properties Sold .....	22	36	30	35	59.1%
Properties Pending Sale .....	29	29	27	19	-34.5%
Properties For Sale .....	112	107	116	75	-33.0%
Days on Market (Pending Sale) .....	38	43	44	39	2.6%
Month's Supply of Inventory .....	5.1	3	3.9	2.1	-57.9%
Percent Under Contract .....	25.9%	27.1%	23.3%	25.3%	-2.2%
Average Median Price for Last 12 Months	\$680,813	\$713,442	\$725,667	\$688,242	1.1%

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## CURRENT MARKET SNAPSHOT





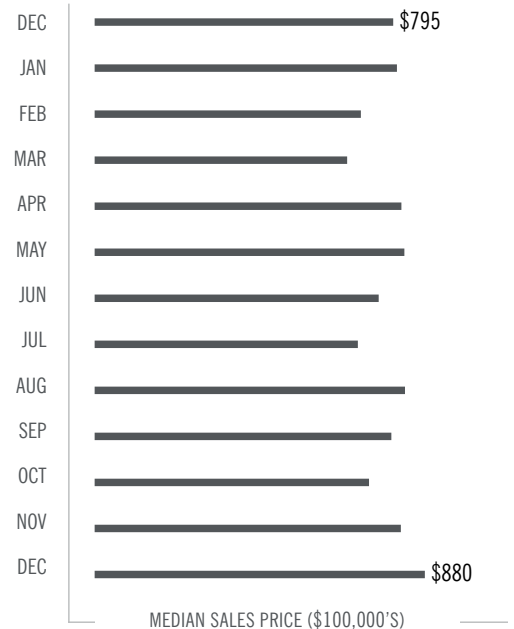
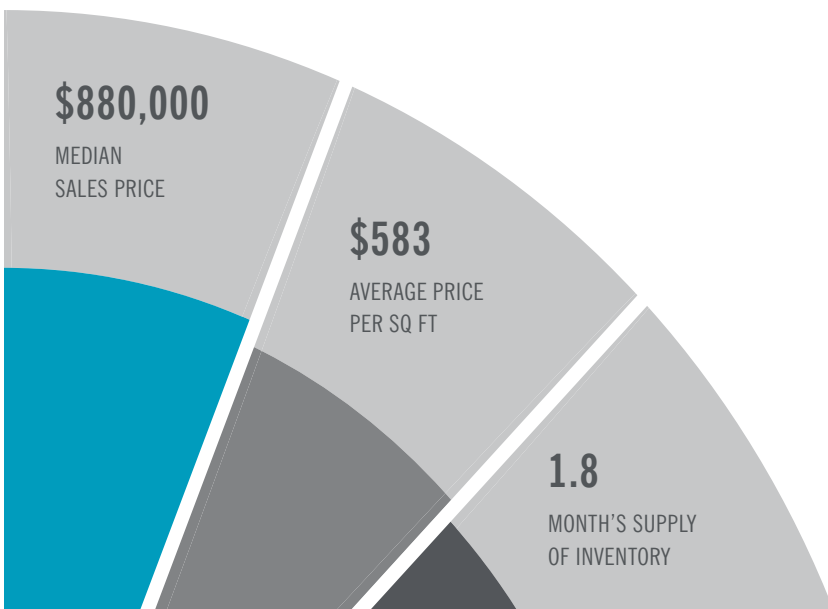
# WEST LA

## DATA\*

	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$795,000	\$756,000	\$790,000	\$880,000	10.7%
Average Price per Square Foot .....	\$554	\$603	\$613	\$583	5.2%
Properties Sold .....	13	14	9	9	-30.8%
Properties Pending Sale .....	10	20	13	5	-50.0%
Properties For Sale .....	33	37	30	16	-51.5%
Days on Market (Pending Sale) .....	20	17	17	29	45.0%
Month's Supply of Inventory .....	2.5	2.6	3.3	1.8	-30.0%
Percent Under Contract .....	30.3%	54.1%	43.3%	31.2%	3.1%
Average Median Price for Last 12 Months	\$766,375	\$790,361	\$808,500	\$778,424	1.6%

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## CURRENT MARKET SNAPSHOT

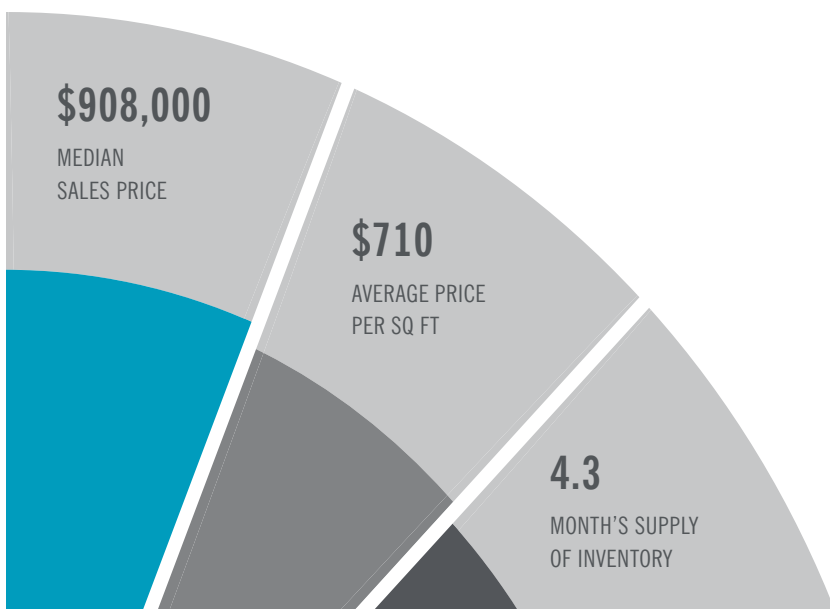


# WESTWOOD - CENTURY CITY

DATA*	DEC 2016	6 MONTH	3 MONTH	DEC 2017	% CHANGE
Median Price .....	\$907,000	\$900,000	\$990,000	\$908,000	0.1%
Average Price per Square Foot .....	\$604	\$755	\$746	\$710	17.5%
Properties Sold .....	30	68	37	39	30.0%
Properties Pending Sale .....	33	49	44	31	-6.1%
Properties For Sale .....	196	211	212	167	-14.8%
Days on Market (Pending Sale) .....	42	44	50	70	66.7%
Month's Supply of Inventory .....	6.5	3.1	5.7	4.3	-34.5%
Percent Under Contract .....	16.8%	23.2%	20.8%	18.6%	10.3%
Average Median Price for Last 12 Months	\$830,877	\$891,750	\$884,333	\$875,904	5.4%

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## CURRENT MARKET SNAPSHOT









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# MICRO MARKET REPORT

## LUXURY REAL ESTATE MARKET RESEARCH

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December 2017 / Los Angeles, Orange, Santa Barbara, Monterey, Riverside, San Diego